

Frantic Rescue Efforts Go On For Armenian Quake Victims

By Phil Taubman New York Times Service MOSCOW — With the national economy beginning to be strained by a diversion of resources to Armenia, frantic rescue efforts continued there on Tuesday to free people still pinned beneath the rubble from the earthquake last week.

across the country were clogged with special trains headed for Armenia and that construction projects in distant sites were coming to a halt as equipment was diverted to the disaster area.

The latest official count, and more than 12,000 injured and 500,000 homeless. The relief effort has been hampered by disorganization, a lack of rescue equipment and medical supplies and a renewal of sporadic ethnic disturbances in Armenia and the neighboring republic of Azerbaijan.



Yasser Arafat, the PLO chairman, addressing the UN General Assembly in Geneva on Tuesday.

Arafat Appeals For Peace Talks In UN Address

But the PLO Leader Avoids Open Endorsement of Israel

By Edward Cody Washington Post Service GENEVA — Yasser Arafat, the chairman of the Palestine Liberation Organization, made a dramatic appeal on Tuesday for peace negotiations between Palestinians and Israelis at an international conference that he said would "respect the right to exist in peace and security for all."

"accepted the existence of Israel as a state in the region." In a gesture clearly meant for the United States, Mr. Arafat condemned terrorism "in all its forms" and said an international peace conference must be based on UN Resolutions 242 and 338.

U.S. Trade Bill: A New Tone

But Partners See a Threat

By John Meehan International Herald Tribune NEW YORK — When President Ronald Reagan signed the 1,000-page Omnibus Trade & Competitiveness Act in August, he did more than end a fractious three-year debate with congressional trade critics.

Protectionism/Free Trade Third in a series of articles something," said Mark Anderson, an economist with the AFL-CIO.

At the least, President-elect George Bush is expected to maintain policies to promote what economists describe as "selective" protectionism.

Germans Less Hopeful About EC, Poll Finds

By Ferdinand Protzman International Herald Tribune FRANKFURT — While most European Community nations are enthusiastically singing the praises of a united Europe with a single market, the latest opinion polls show many West Germans are humming a contrapuntal tune of skepticism, angst and ignorance that could dramatically slow progress toward those goals.

points from a peak of 40 percent in the summer of 1985. Mrs. Noelle-Neumann said those opinions coincide with widespread ignorance about the issues.

For U.S. and Israel, the Main Obstacles Remain

Shamir: 'Monumental Act at Deception'

By Joel Brinkley New York Times Service JERUSALEM — Prime Minister Yitzhak Shamir, apparently speaking on behalf of both major factions in the Israeli government, said Tuesday that Yasser Arafat's invitation to Israel for peace talks was deceptive "double-talk."

Arafat's remarks before a United Nations session in Geneva. But Mr. Shamir's stance remained that, as far as he was concerned, Israel would never talk with Mr. Arafat, no matter what the PLO leader said or did.

Washington Sees Ambiguity By David B. Ottaway Washington Post Service WASHINGTON — The Reagan administration said Tuesday that Yasser Arafat, chairman of the Palestine Liberation Organization, failed again in his speech before the special UN General Assembly session in Geneva to address "clearly, squarely and without ambiguity" U.S. conditions for the start of a "substantive dialogue."

Brezhnev's Kin Faces Sentence

MOSCOW (Reuters) — The Soviet state prosecutor demanded Tuesday that Yuri M. Churbanov, son-in-law of Leonid I. Brezhnev, the former Soviet leader, be jailed and spend time in a labor camp for corruption.



Yuri M. Churbanov, 52, first deputy minister of the interior under Mr. Brezhnev, showed no emotion as the prosecutor, Alexander Shoyev, sought a sentence of five years in jail and 10 years in a labor camp.

After 7 Years, Contras' Fighting Days Appear to Be Over

By Stephen Kinzer New York Times Service MANAGUA — Seven years after Nicaraguan exiles and the Central Intelligence Agency began fighting to overthrow Sandinista rule, the contra war is at an ebb, and it is not clear whether and how the Bush administration can revive it.

Sandinista leaders have issued no victory proclamations, but they say the level of combat has dropped dramatically this year.

In a cease-fire signed March 23 at the village of Sapot, the contras agreed to lay down their weapons in exchange for major political concessions by the government.

The contras say they expect the Bush administration to provide moral support for their cause, but to avoid bruising battles with Congress that would be part of any campaign for renewed military aid.

"Bush will give negotiations a chance, which we are not against," said Adolfo Calero, a senior leader of the guerrilla forces and one of the signers of the Sapot truce.

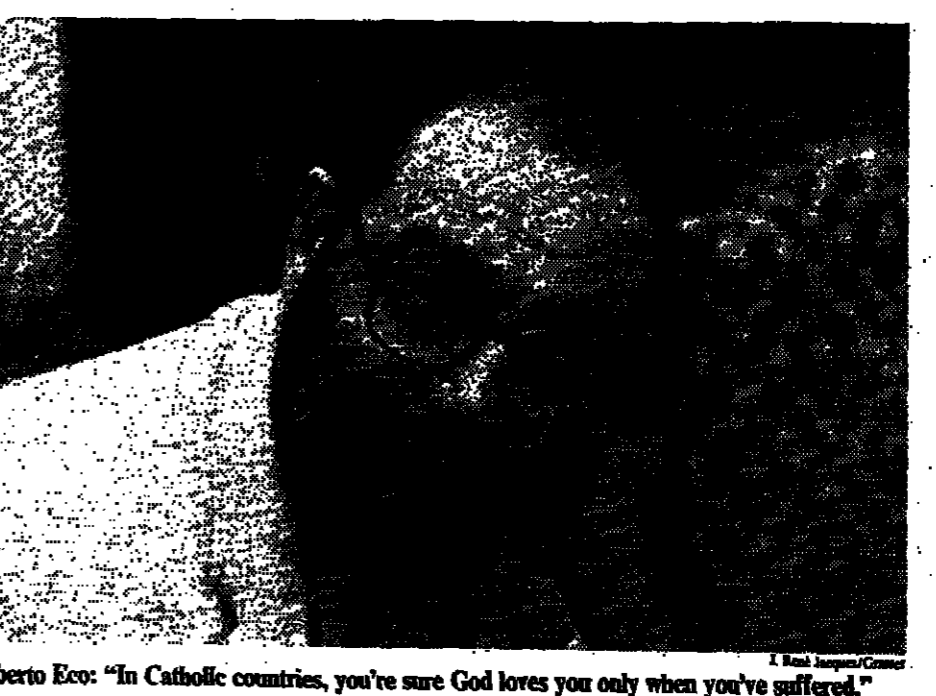
Umberto Eco's New Mantle of Fame

By Clyde Haberman New York Times Service BOLOGNA — Nothing may succeed like success in the United States, but life for Italians is more complicated, Umberto Eco was saying.

and as close to a household name as a semiotic professor is ever going to get.

Wittingly or not — he says absolutely not — Mr. Eco contributed to the frenzy by saying almost nothing on the subject.

Sales remain brisk, and there is every reason to assume that "Foucault" will do well in other countries, a process well under way on other linguistic fronts.



Umberto Eco: "In Catholic countries, you're sure God loves you only when you've suffered."

Table with market data: Dow Jones 3,911, The Dollar 1.748, Gold 1,82, Yen 123.275, FF 5.977.

مكتبة الأصيل

Cartier

Cartier jewelry is sold exclusively in the Cartier jewelry stores and the Must de Cartier boutiques. Each piece is accompanied by a certificate guaranteeing its authenticity.

PARIS - LONDON - NEW YORK
MONTE-CARLO - GENEVA - MILAN
AND ONE HUNDRED AND TWENTY CARTIER
STORES IN MAJOR CITIES WORLDWIDE

Lot 6

THERE'S ONLY ONE GIN FOR THE WELL-INFORMED.

He said that "some, but not all" of the Warsaw Pact advantages over West European forces would be removed by the reductions. "In particular," he said, "they will substan-

South Africa, Cuba and Angola Sign Namibia Peace Accord

By William Claiborne
Washington Post Service

BRAZZAVILLE, Congo — South Africa, Angola and Cuba signed a historic agreement Tuesday committing themselves to the phased withdrawal of 50,000 Cuban troops from Angola over the next 27 months in return for independence for South-West Africa by Nov. 1.

South-West Africa, widely known as Namibia and often called "the last colony in Africa," has been occupied and administered by South Africa for 73 years.

Culminating nearly eight years of mediating efforts by the United States to bring peace to the southern African region, the agreement was hailed by the signatories as heralding a "new era" of peace in a subcontinent riven by superpower surrogate conflicts.

"This event signifies the end of a sad chapter in Africa's modern history and the beginning of a new chapter," said the U.S. mediator, the assistant secretary of state for African affairs, Chester A. Crocker.

Referring to the crucial roles played by the United States and the Soviet Union, Mr. Crocker added, "It has been a case study of superpower effort to support the resolutions of regional conflicts."

The agreement, called the Brazzaville Protocol, paved the way for a ceremonial signing of a formal treaty in New York on Dec. 22 which will pull together all the peace principles worked out by the

protagonists since May, including a mechanism for verifying the Cuban troop withdrawal.

The New York treaty will also formally bring the UN Security Council into the process through the 1978 UN resolution calling for South Africa's withdrawal from South-West Africa, a former German colony.

The timetable for the Cuban withdrawal, which was agreed upon in Geneva on Nov. 15, was not released with the agreement Tuesday, and U.S. officials refuse to disclose its contents.

But Foreign Minister R. F. Botha of South Africa, briefing reporters on a flight from Johannesburg, spelled it out in detail.

At least 3,000 of the Cuban troops who have been in Soviet-

backed Angola since it won independence from Portugal in 1975, will begin leaving April 1, which is when a seven-month, UN-supervised election process for Namibian independence will begin.

Four months later, all Cuban forces in southern Angola will be withdrawn north of the 15th parallel, which is about 300 kilometers (about 185 miles) north of the Namibian border on a line fronting westward from Namib Harbor on the Atlantic Ocean to Cuilo Cuana-zalle.

By Nov. 1, when Namibian elections will be held, the Cubans will have moved north of the 13th parallel, about 550 kilometers north of the border near the east-west railroad. By then, half of the Cuban troops will be out of Angola.

By April 1, 1990, two-thirds of the Cubans will be out of Angola, and six months later, 38,000, or three-quarters, will have left.

By July, 1991, or 27 months after the start of the process, all Cuban forces will have been removed from Angola, according to the timetable released by Mr. Botha.

Within three months after the April 1 starting date for the independence process, South Africa will have reduced its estimated 50,000 troops in Namibia, including territorial forces, to 1,500 troops garrisoned at Grootfontein and Otjiverang, located between the capital of Windhoek and the Angolan border.

On Dec. 22 in New York, Angola and Cuba will present to the UN secretary-general, Javier Perez de Cuellar, a withdrawal verification mechanism. With the signing of the formal treaty, Mr. Perez de Cuellar will introduce to the Security Council an enabling resolution for the deployment of UN peacekeeping forces to supervise the Namibian independent elections and assist in monitoring the Cuban troop withdrawals from Angola.

The agreement provides that the United States and the Soviet Union will participate as observers in a joint commission of appeals, which will be created a month after the New York signing and which will settle disputes over the South African-Angolan-Cuban agreement. Upon gaining independence, Namibia will become a full member of the appeals commission.

CIA Chief Sees Reduced Risk of Surprise Attack

By R. Jeffrey Smith
Washington Post Service

WASHINGTON — The unilateral reduction of Soviet military forces in Eastern Europe that President Mikhail S. Gorbachev announced last week would substantially reduce the Warsaw Pact's ability to launch a surprise attack, William H. Webster, the director of the Central Intelligence Agency, said Monday.

Mr. Webster also expressed a much more upbeat view of Mr. Gorbachev's reform efforts than did his deputy, Robert M. Gates, in a speech two months ago.

Referring partly to Mr. Gorbachev's announcement last week of a planned cut of 500,000 troops, Mr. Webster said Mr. Gorbachev had "signaled by word and deed that he wants the U.S.S.R. to be a more active and effective player on the world scene."

He said that "some, but not all" of the Warsaw Pact advantages over West European forces would be removed by the reductions. "In particular," he said, "they will substan-

tially reduce the ability to launch a surprise, short-warning attack."

He added that Mr. Gorbachev's announcement would complicate Western efforts to present a united position next year in negotiations with the East bloc on conventional arms reductions.

In contrast to Mr. Gates, who had expressed pessimism that Mr. Gorbachev could rejuvenate the Soviet political system, Mr. Webster described the Soviet leader as a "highly skilled politician" who had brought "new life and dynamism to Soviet politics."

Mr. Webster said the United States could not rule out the possibility that Mr. Gorbachev could ultimately "pull off a revolution from above that actually increases authority below."

Asked about the apparent discrepancy between the two officials' assessments, a CIA official later confirmed that they did not see eye-to-eye on the Gorbachev issue and asserted that Mr. Webster's views represented the agency, while Mr. Gates had presented his personal views.

In an address to the Washington chapter of the Council on Foreign Relations, Mr. Webster acknowledged that "a major power struggle" continued between Soviet reformers favoring radical change, and conservatives who feared it could destabilize the Communist system.

But Mr. Webster also said that Mr. Gorbachev had "significantly strengthened" his position in the Soviet leadership by removing prominent opponents, creating "renewed momentum" for change.

On other issues, Mr. Webster said that by the year 2000 at least 15 developing nations would "either have produced or be able to build" their own ballistic missiles, some of which could be armed with chemical weapons. Such countries are "increasingly pooling their resources and technical know-how" to speed missile development, he said.

He also said that "only about 3 percent" of the U.S. intelligence budget was spent on covert action or secret operations to influence or direct activities by other governments.

WORLD BRIEFS

Police and Protesters Clash in Poland

WARSAW (Reuters) — Demonstrators threw percussion grenades and tear gas canisters at policemen Tuesday in central Warsaw during an anti-government protest on the seventh anniversary of the imposition of martial law in Poland.

Witnesses said protesters attacked the police, punching and kicking them in the worst clash in the capital since the period of 1981-83, when the country was under martial law. Sources said peaceful anti-government demonstrations took place in Wrocław and Lublin.

The demonstrators carried a banner saying "Jaruzelski must go," a reference to the Communist leader, General Wojciech Jaruzelski, who imposed martial law on Dec. 13, 1981, to suppress Solidarity, the first independent trade union in the Communist world.

Stolen Van Gogh Works Not Insured

THE HAGUE (AFP) — Three paintings by Vincent Van Gogh stolen from a Dutch museum and estimated to be worth tens of millions of dollars were not insured, a spokeswoman for the Culture Ministry said Tuesday.

"As a general rule, the paintings in our national museums are not insured," she said, "because the paintings are unique objects and could not be replaced."

The paintings were stolen Monday night from the Kröller-Müller National Museum in Otterlo by what the police described as a gang of professional thieves. The paintings were titled "Dried Sunflowers," "Potato Eaters" and "Weaver's Interior."

Aquino Creates Human Rights Panel

MANILA (AFP) — President Corason C. Aquino created a new panel Tuesday to help protect human rights and warned soldiers against committing atrocities following an outcry over abuses, her press spokesman said.

Mrs. Aquino issued an administrative order creating an eight-member human rights committee led by the Justice Secretary Sedyff Ordoñez with senior officials and two representatives from private monitoring groups as members.

The order was issued after she came under fire for the disappearance of nearly 100 leftist and human rights activists across the country this year amid the intensified fight against the 20-year-old Communist insurgency. The order said a new standing body was needed to "monitor on a continuing basis the Philippine human rights situation and to advise the president on the proper measures that ought to be taken without delay."

Hanoi to Discharge 300,000 Troops

HO CHI MINH CITY (Reuters) — Vietnam plans to demobilize more than 300,000 soldiers, including elements of six army divisions that are due to withdraw from Cambodia next week, an army spokesman said Tuesday.

"You can say that more than 300,000 troops will be demobilized," Brigadier General Nguyen Van Thai said at a news conference. Last month, the top political officer of the Vietnamese Army said that the forces were being streamlined. But neither he nor General Thai gave any timetable or other details on cutting back the 1.5-million-member regular army, one of the largest in the world.

General Thai said that 18,000 soldiers would begin leaving Hanoi, Cambodia on Thursday and enter Vietnam on Dec. 21. At midnight, Hanoi said that 15,000 troops had left the country, and General Thai added that 17,000 more had been withdrawn through November. Vietnam has pledged to remove a total of 50,000 soldiers this year, leaving 500,000 troops, which are to leave by the end of March 1990.

Woman Says Tibet Troops Fired Wildly

LONDON — A Dutch woman wounded during a protest march in Tibet last week said Tuesday that she had seen Chinese soldiers fire indiscriminately into the crowd without warning.

"We saw the soldiers coming," the woman, Christina Frederika Meindersma, said in an interview with BBC radio. "We saw them marching up to the demonstrators and within a few seconds they fired. They fired indiscriminately into the crowd, not in the air."

Interviewed by telephone at her hotel in Lhasa, she said Chinese authorities were holding her passport and airline officials were refusing to sell her a plane ticket.

The Xinhua news agency said a Tibetan monk was shot dead and 13 persons were wounded in the protest on Saturday.

The Chinese press agency said Miss Meindersma had been active in the riot, but she denied taking part in the march. She said she happened to be in the main square on Saturday morning, which she said was usual for foreign tourists visiting the nearby Buddhist shrine.

Miss Meindersma said the Chinese had taken her passport, saying there were mistakes in her travel documents. She said she had not been officially told that she could not leave.

Earlier, Chinese telephone operators failed to connect calls by Beijing-based reporters to Miss Meindersma and other Westerners in Lhasa on Tuesday. Journalists have been refused permission to enter Tibet.

"We were just there," she said in the BBC interview. "The procession came by, and we followed. We were standing in the street, and we were shot."

The march on Saturday was timed to mark the 40th anniversary of the Universal Declaration of Human Rights.

For the Record

Twenty prisoners were killed and 6 others were injured Tuesday at a state prison in Monterrey, Mexico, when a fire broke out in a ward that housed 116 inmates. The authorities said that a candle in an altar had ignited a curtain and that flames had spread throughout the section. (AP)

A former Mexican finance minister, Gustavo Petricoli, a Yale-educated economist, has been appointed as the Mexican ambassador to the United States, the Foreign Ministry said Tuesday in Mexico City. (UPI)

The last U.S. cruise missiles were flown out of Belgium on Tuesday, marking the first nation to be rid of its medium-range nuclear weapons under the superpower treaty. Eight missiles were loaded aboard a C-141 cargo plane at Florennes Air Base south of Brussels for the flight back to the United States. (AP)

TRAVEL UPDATE

Paris Public Transport Still Snarled

PARIS (AFP) — Paris public transportation remained slow by strikes Tuesday although the transit authority said many strikes had resumed work. Transport Minister Michel Delebarre said the strikes were tailing off and the situation was slowly returning to normal.

Four of the Paris Métro's 13 lines were closed Tuesday. These were No. 1, linking Châteauneuf de Vincennes with Pont de Neuilly; No. 2, Neuilly-Porte Dauphine; No. 4, Porte de Clignancourt-Porte d'Orléans; and No. 11, Châtelet-Mairie de Lila. Two other lines, Nos. 10 and 13, reported no problems.

Management said 60 percent of trains on the RER suburban network were running during rush hours. Most buses were running. Air France canceled two London flights. Some postal workers are still on strike, especially in southern France.

Cuba de Aviación will operate a second flight on the Paris-Havana route, the Cuban Tourism Office announced in Paris on Tuesday. (AFP)

The Leisure season will close for about a month starting Feb. 22 to allow finishing touches on facilities under the new glass pyramid entrance, officials said Tuesday. The pyramid caps an underground complex to include bookstores, restaurants, boutiques as well as access to Paris Métro stations and parking lots.

Automated teller machines in Moscow went on line at the American Express office and the Mezhduarodnaya Hotel on Tuesday, giving world-holding tourists the ability to obtain rubles or traveler's checks without the red tape encountered at Soviet banks. (UPI)

The one and only index fund on Swiss equities: The 'SBC 100' Index Fund Switzerland.

Two very sensible benefits are tied to the 'SBC 100' Index Fund Switzerland: it is broadly diversified, and in terms of performance objectives, it is geared to the 'SBC 100' Stock Market Index.

The fund portfolio is composed exclusively of the 100 most important equities (relative to capitalization) available on the Swiss stock market. To keep the fund's performance aligned with market opportunities, our specialists have developed a computer-program which provides virtually realtime equity selection and weighting. As a private or institutional investor, you can now participate in the Swiss stock market without running the risk of picking the wrong basket of stocks. For more information, please contact your nearest SBC branch or mail the coupon below.

First issue price: December 12 to 22, 1988
Issue price: SFr. 1000 per unit
Payment: January 3, 1989

Please send me the issue prospectus for your 'SBC 100' Index Fund Switzerland. Mail to: Swiss Bank Corporation, Investment Funds Division, 4002 Basel, or to your nearest SBC branch.

Name: _____
Company: _____
Address: _____

Swiss Bank Corporation
Schweizerischer Bankverein
Société de Banque Suisse

The key Swiss bank

General Management in CH-4002 Basel, Aeschentplatz 6, and in CH-8022 Zürich, Paradeplatz 8. Over 200 offices throughout Switzerland. Branch offices, representatives and subsidiaries in 28 countries on 5 continents.

DOLDER GRAND HOTEL - ZÜRICH

Contentment - close to the city, close to nature.

Kurhausstr. 65, CH-8032 Zürich, Telephone 01-251 62 31, Telex 816 416 gra ch, Telefax (01) 251 88 29

Member of The Leading Hotels of the World

UNIVERSITY DEGREE
BACHELOR'S • MASTER'S • DOCTORATE
For Work, Academic, Life Experience

Send detailed resume for free evaluation.

PACIFIC WESTERN UNIVERSITY
400 N. Seward Blvd., Los Angeles, California 90047, Dept. 83, U.S.A.

IF YOU GET A KICK OUT OF SOCIAL READ: **BOB HUGHES** WEDNESDAYS IN THE 10

Amid Homeless in

US Indians

Millennials to Try to

Mc

The

Juwelers & Uhr

مركز من الذهب

Even Amid Killer Urban Cold, Homeless in U.S. Shun Shelter

By James Barton
New York Times Service
NEW YORK — With severe cold enveloping the Northeast and the Midwest, the urban homeless are suddenly faced with a life-or-death decision: where to go for the night.
And officials are again faced with the yearly cold-weather problem of how to persuade homeless people to leave the streets and check into hunt city shelters that they so often fear.

Police are to take them there; if they say no, they're to be taken to a city hospital. On Sunday night the police took 18 people to shelters and one to a hospital.
Advocates for homeless people said Monday that most were able to find some kind of refuge Sunday night. But even in the coldest weather, they added, the homeless are reluctant to enter the Dickensian world of the city's shelters.

"Demand for shelter is more related to the quality of shelter than to temperature, so decent shelters throughout the year are filled to capacity," said Robert M. Hayes of the Coalition for the Homeless.

"Our beds were filled before the cold snap, but we're housed to capacity all year long," he said. "In the winter, we put them in hallways, on the floors and force children to live in a communal environment."
■ **Reprieve in Sight**
Arctic temperatures lingered Tuesday over the East Coast, but a reprieve was in sight from the season's first big chill, which contributed to at least six deaths, stalled cars and burst pipes from the Great Lakes to the south, United Press International reported from New York.
Temperatures were expected to climb to above freezing by Wednesday as another weather system nudged the arctic air eastward, said a meteorologist with the National Weather Service in Kansas City, Missouri.

U.S. Indians Re-Stake Claims

6 Centennials to Try to Tell Both Sides of History's Story

By Timothy Egan
New York Times Service
SEATTLE — As six Western American states prepare to celebrate their centennials in 1989 and 1990, official historians are having far more trouble telling the story of how the West was won than they did the first time around.

have long glorified the work of Dr. Marcus Whitman, a Christian missionary killed by Cayuse Indians at his mission on the Columbia River in 1847. Some Indian historians say Dr. Whitman helped bring disease that wiped out many tribes and that he contributed to the stripping away of Indian culture.
"There is a crying and urgent need for all voices to come forth in this centennial," said Sandy Osawa, a Makah from the Washington coast. "But instead, state officials want totem poles and canoes. There is an appreciation only of the safer aspects of Indian life."
Ms. Osawa, who makes documentary films, was turned down for a \$65,000 centennial grant to tell the story of Washington's Indians. The production money went to a non-Indian. Ms. Osawa is considering a lawsuit against the state.
"What bothers so many Indians is that we've been denied the right to tell our own story," she said. "We don't have a voice in our own image-making."
Washington centennial officials deny they are excluding Native American voices. They cite many Indian community celebrations, a re-creation of a Native American village and a major effort to trace and retrieve coastal Indian art that has been scattered among collectors around the world.
Montana officials have run into just the opposite problem, meeting stiff resistance when they try to get Indians to participate in some commemorative events.

at least one event in Montana's history. "One tribe wants to reenact the signing of their treaty to remind everyone how they came out on the short end of the stick," the lieutenant governor said.
In seeking to resolve competing claims to the past, some states are presenting two versions of an event or a trend.
"Two tour guides, one Indian and one non-Indian, will be on hand to offer different sides of the story at the site of a battle at Fetterman Ridge, a highlight of Wyoming's 1990 celebration. "Our mission is to re-educate people," said Bob Spoonhunter, director of the Native American Institute on Wyoming's Wind River Reservation.
South Dakota has spent grant money both for an official history and for "Who's Who Among the Sioux," a book written by a Native American.
North Dakota has authorized an Indian official seal and a non-Indian official seal for its centennial. The state legislature, while appropriating money to commemorate high points of whites' settlement, also allocated funds for an extensive curriculum of Indian studies for all public schools.
"Attitudes have changed," said Sebastian Hoffner, director of the North Dakota centennial commission. "Both sides of the story will be told. It won't be like the movies, with winners and losers."

Across the border in Montana, where Custer died in the 1876 ambush by the Sioux and Cheyenne, his name is gold to the tourism industry. "When the Japanese come over here, all they ever talk about is Custer," said Lieutenant Governor Gordon McOmber. Washington is another state where there is little neutral feeling over the painful episodes that are emerging as the states look back.
Historians of the Northwest

Power Outage Grips Kuwait
Reuters
KUWAIT — A massive power outage hit Kuwait on Tuesday, causing the closing of offices, banks and shops throughout the northern Gulf state for at least seven hours and sending thousands home early from work.

AMERICAN TOPICS

Towns Find Profit In Going to Extremes

Bullhead City, Arizona, claims to be the hottest town in the United States and International Falls, Minnesota, the coldest. Other communities have disputed these claims. The Washington Post reports, but the two cling to their unofficial titles for hardheaded economic reasons.
Bullhead draws "people who come here for the winter because they've heard what the temperatures are in the summer," says John Baudouine, a fire fighter who keeps track of the temperature. "They figure if it's so hot in the summer, it must be great in the winter."
Indeed, recorded temperatures have been hotter than ever since local businessmen moved the town thermometer from a grassy lawn to a rocky hill behind the fire station. The temperature frequently goes over 100 degrees Fahrenheit (38 centigrade) and in 1983 it reached 126.
In International Falls, champi-



LATE START, FAST FINISH — Isaac Shongwe, who was raised in the South African ghetto township of Soweto, was not able to begin school until he was 13. This week, Mr. Shongwe, a 1987 graduate of Wesleyan University in Middletown, Connecticut, was honored with a prestigious Rhodes scholarship for study at Oxford University in England.

outing the cold has "provided the tourism that we need at a time when we need it," said Myrna Ahlgren, secretary to the town's airport commission. A popular resort in the summer, the city has lured businesses each winter by promising them sub-freezing temperatures to test equipment.
They come "to test batteries, braking systems," Ms. Ahlgren said. "They've tested helicopters and outdoor clothing, a whole variety of things."
Sam McCowan, supervising meteorologist at the National Climatic Data Center in Asheville, North Carolina, says he shies away from calling any place hottest or coldest because "there's a lot of ways that people come up with statistics."

ings. Delaying the earthquake program, said Gary Squier, city housing coordinator, "is a tough one," given that residents of such buildings would be the most likely to die in a major quake.
The city council has declared Sausalito, California, a "cholesterol-free zone." The nonbinding action is aimed at promoting healthy eating in the affluent San Francisco suburb's restaurants.
"The local ice cream parlor has eight different dishes of fat-free ice cream," said Fred Mayer, the pharmacist who dreamed up the campaign. "In most restaurants you have to really fight hard" to cut down on rich meals, he added. "In Sausalito they're going to ask you, 'Do you want margarine or butter?'"

"For people who are bored with hearing about 'Mensa' (those brilliant folks with out-of-this-world IQs)," reports Ann Landers, the advice columnist, "there is now 'Densa,' formed by J. D. Stewart of Rochester, New York, an employee of Eastman Kodak. This is a society for anyone who scores in the bottom 98 percent of a test that starts with 'Who is buried in Grant's tomb?'"
Arthur Higbee

Ouch! Just \$89,500 a Year

The Associated Press
WASHINGTON — Top people are "leaving the government in droves" because salaries, including the \$89,500 paid to members of a Congress, are not enough to assure their families' futures, the chairman of a presidential commission said Tuesday.

ther than inflation, whereas our top government officials have seen their salaries eroded by inflation by some 35 percent," said the chairman, Lloyd Cutler. "As a result, a lot of our best people — judges, executive branch officials, even congressmen — are leaving the government in droves, and many people are now refusing to serve."

The commission, which is reviewing the government's top pay levels, will apparently recommend hefty salary increases for legislators, federal judges and senior executive branch employees.

"Over the last 20 years, the average American has done slightly bet-

New Orleans Bishop Resigns
United Press International
WASHINGTON — Pope John Paul II has accepted the resignation of Archbishop Philip M. Hannan, 75, of New Orleans.

SANDEMAN FOUNDERS RESERVE PORT. NO LONGER RESERVED FOR THE ENGLISH.

ASTRA: THE BEST CHOICE IN SATELLITE TELEVISION

THE ARTS CHANNEL, SKY CHANNEL, The Disney Channel, SKY MOVIES, CHILDREN'S, Lifestyle, SKY NEWS, SCREENSPORT, EUROSPORT

The Movado® Sapphire Museum® Watch: A futuristic interpretation of a classic in modern design. Stark, sleek, ultra-black and high-tech in appearance and actuality.

MOVADO.

The Museum.Watch.

Available at
JEWELER · CHRIST · JEWELIERE & UHRMACHER GMBH · ROSSMARKT 5 · 6000 FRANKFURT AM MAIN

INTERNATIONAL Herald Tribune

The World Grieves

"At the beginning, there was nothing... no cranes, no cutting gear, no lights, nothing... just 60 people standing up there and yelling at each other."

earthquake devastated Ashkhabad, capital of Turkmenia, killing half the city's 200,000 inhabitants. The Soviet press published a paragraph or two at the time; the disaster's true toll was not officially confirmed until this year.

Reining In the Pentagon

The Reagan military buildup was needed. The law was always that it lacked a strategy and thus any upper limit. The incoming administration has already indicated an intention to repair these defects.

creating the conditions for a train wreck. Last year, as part of an election-time budget truce with Congress, the Pentagon agreed to lower its long-term expectations to real growth of 2 percent a year.

Cut an Agriculture Deal

Global negotiations to reduce trade barriers are threatened by a deadlock on farm policy between the United States and the European Community. A potent bloc of Latin American countries refuses to make any deals on non-farm trade until the farm issue is settled.

U.S. negotiators in Montreal went so far as to look up synonyms for "eliminate" in Roger's Thesaurus. Nothing worked. Farm subsidies needlessly soak up billions, and over-generous subsidies by a few wealthy countries cause undue hardship for dozens of efficient Third World producers.

Other Comment

Don't Build on Trading Blocs The just-concluded meeting of the General Agreement on Tariffs and Trade in Montreal exhibits the challenges facing multilateralism in international economics.

Turn the Page on Reagan's 'Revolution'

By Tom Wicker

NEW YORK — Say this for Ronald Reagan, as his eight years in the White House near their end: He was one of the few presidents to take office with a definite program, then to achieve most of it.

Cold War. Mr. Reagan and George Bush assured Mr. Gorbachev at a friendly luncheon that they hoped for the success of his campaign to improve the economy and political system of what Mr. Reagan used to call the "evil empire."

a further buildup. Particularly because of budget pressures, he will be hard-pressed even to build inflation into the Pentagon budget, much less to increase real expenditures.

their backs." Crowded, perhaps unsafe airlines and airports, continuing scandals about toxic waste disposal, safety problems in the workplace, the savings and loan crisis (which the General Accounting Office warns could "imperil the safety and soundness of the banking system"), Mr. Bush's campaign pledges to crack down on environmental hazards, even the 1987 stock market crash — all contribute to the public sense that, in the matter of deregulation, enough is enough and perhaps too much.



'A Man of Common Opinion and Uncommon Abilities'

A tribute to Ronald Reagan from Margaret Thatcher:

NO ONE can doubt that President Reagan possesses the ability to lead to an unusual degree. Some of the constituent qualities of that leadership are his firm convictions, his steadfastness in difficult times, his capacity to infuse his own optimism into the American people so that he restored their belief in America's destiny.

face of personal danger, no thought for himself but instead a desire to reassure his family and the nation by jokes and good humor. The second is that he holds opinions which strike a chord in the heart of the average American. The great English journalist, Walter Bagehot, once defined a constitutional statesman as a man of common opinion and uncommon abilities.

good times and bad. He is no summer soldier of conservatism, but one who fought in the ranks when the going wasn't good. Again, that reassures even those who do not share those beliefs. For authority is the respect won from others by the calm exercise of deep conviction.

Beijing and Moscow: An Opportunity for the West

By Gerald Segal

LONDON — There can be no doubt now about the importance of the recent first visit since 1956 by a Chinese foreign minister to Moscow. The three obstacles that China set before a Chinese-Soviet summit could be held have been removed.

The impact extends beyond the bilateral relationship because these reductions have been accomplished without transferring Soviet troops to the European theater — the nightmare of NATO planners. Chinese-Soviet détente has been imposed on North Korea. The Seoul Olympics could not have been so successful without rapprochement between Pyongyang's two big patrons.

thing for the United States to worry about. But the Europeans do have a constructive role to play, especially in this critical period of simultaneous improvement in relations between the United States and the Soviet Union and China and the Soviet Union.

Arafat: Try Accentuating the Positive

By Philip Geyelin

WASHINGTON — A useful lesson lies in the Cuban missile crisis of 1962 and the management by the Kennedy crisis-handlers of the ambiguity in two crucial messages from Nikita Khrushchev. The first message was distinctly less threatening than the second. It was Robert Kennedy's bright idea to accentuate the positive. So the tougher message was ignored in favor of the one that offered the best way out.

United States as an increasingly influential and sympathetic figure in the continuing crisis that goes by the name of the Arab-Israeli conflict. How come? It is too easy to credit Mr. Shultz's self-indulgent, shortsighted denial of the visa. It is hardly worth blaming him for his marginal role in the rehabilitation of Mr. Arafat. The administration he serves is shuffling off the stage in any case; its legacy in the Middle East is perilously close to U.S. irrelevancy.

The writer, a research fellow at the Royal Institute of International Affairs and editor of The Pacific Review, recently visited China and the Soviet Far East. He contributed this comment to the International Herald Tribune.

No less than two years ago, Mr. Arafat looked like a sure loser.

lockstep with the Israelis, has done positive wonders to enlarge the role not only of the Soviet Union in the Middle East "peace process" but of Mr. Arafat as well. Consider that no less than two years ago Mr. Arafat had closed down PLO offices in Amman. Mr. Arafat's PLO offices were encircled by Syrian fighters when he was hanging out in Lebanon. His forces scattered and his political structure fractured.

United States as an increasingly influential and sympathetic figure in the continuing crisis that goes by the name of the Arab-Israeli conflict. How come? It is too easy to credit Mr. Shultz's self-indulgent, shortsighted denial of the visa. It is hardly worth blaming him for his marginal role in the rehabilitation of Mr. Arafat. The administration he serves is shuffling off the stage in any case; its legacy in the Middle East is perilously close to U.S. irrelevancy.

100, 75 AND 50 YEARS AGO

1888: An Offer to Canada WASHINGTON — In the House of Representatives today (Dec. 13), Mr. Butterworth, member for Ohio, introduced the following resolution: "That the President be empowered to invite negotiations with a view to the assimilation and unity of the people of Canada and the United States under one Government, such unity and assimilation to be based upon the admission of the several provinces of the Dominion or any one of them into the Union of States, on the same terms of equality with the several States now composing the Union, and the assumption by the United States of the indebtedness of Canada, or a just proportion thereof."

INTERNATIONAL HERALD TRIBUNE JOHN HAY WHITNEY, Chairman 1958-1982 KATHARINE GRAHAM, WILLIAM S. PALEY, ARTHUR OCHS SULZBERGER Co-Chairmen

CURRENCY Dolla NEW YORK in moderate interest... Analysts By Jonathan F... Tuesday Price

TRADE: Partners See a Threat in U.S. Legislation

(Continued from page 1) trade expert at Georgetown University in Washington. But when Congress tries to reduce the federal budget deficit, Mr. Bush may come under congressional pressures that could spill over into trade issues.

pending next year for Mr. Bush. In April the government must prepare a list of nations engaged in unfair trading practices, and then decide the following month which of these will be investigated in detail. Two other deadlines reflect congressional demands for reciprocity in trade relations.

conductors. These arrangements now govern about 22 percent of U.S. imports compared with 12 percent in 1981, according to Mr. Hufbauer. Moreover, Washington has taken tough retaliatory action on trade issues in recent years in response to congressional pressure.

Buying Into Foreign Countries

Table with columns: Country, In the U.S., By the U.S. Data includes: Britain (81,860/48,067), Netherlands (51,963/14,304), Japan (44,808/15,574), Germany (20,143/22,336), France (11,515/11,496), Belgium (3,106/7,138), Italy (1,086/7,505), Denmark** (728/1,118), Ireland** (467/6,113), Spain** (421/4,078), Greece** (268/243), Luxembourg** (405/651), Portugal** (23/450), EC total (172,243/124,541), World total (290,877/325,584)

Estimated direct investment by nations in the U.S. and by the U.S., as of Sept. 30, 1986, in millions of dollars. Source: U.S. Commerce Dept.

1992: Germans Fearful

(Continued from page 1) gained, with 40 percent choosing more with 'fear,' 30 percent more with 'fear,' and 30 percent undecided. Tilmann Chladek of the German Society for Foreign Policy said he was not greatly surprised by the results.

Mulroney's Foes Vow to Fight Pact

New York Times Service TORONTO—Opposition leaders who attended the formal opening of Parliament Monday in Ottawa have vowed to fight the government's plan to win speedy parliamentary approval of the U.S.-Canada free-trade agreement, which was the focus of the general election last month.

But leaders of the opposition Liberal and New Democratic parties said Monday that they would introduce amendments that would bind the governing party to pledge to establish the program to retrain and compensate Canadian workers who lose their jobs as a result of the trade pact.

ECO: With 'Pendulum,' Author Again Swings to Fame

(Continued from page 1) lives in Italy, is planned for next fall by Harcourt Brace Jovanovich next fall. The assignment is challenging and pleasurable, Mr. Weaver says, but at the same time the writing is a lot like writing a novel.

There have been "at least five requests" to produce a "Foucault" movie, but he insists he is not interested. One reason is the 1986 film version of "Rose." It is not that he disliked it, he said.

INTERNATIONAL BUSINESS MESSAGE CENTER

Grid of business advertisements including: ATTENTION EXECUTIVES, BUSINESS OPPORTUNITIES, BUSINESS SERVICES, FINANCIAL SERVICES, OFFICE SERVICES. Advertisements for agencies like SAGA M CORP, PUBLISH, BOSS-GENEVA, etc.

COMMERCIAL/INDUSTRIAL REAL ESTATE

FOR SALE BUILDING 1,500 sq.m. OF OFFICE SPACE 75006 PARIS. Description of building, location, and contact information for MADELEINE IMMOBILIER S.A.R.L.

LAND OPPORTUNITIES, HIGH POTENTIAL

Prime development land for sale on the Costa Del Sol, near the prestigious Dominica Beach development. Good sea and mountain views.

HELP OFFERED

for establishment of a company and opening of bank accounts and credit lines in Switzerland. Full service available. Write to: GOLDFINGER S.A.

COMMERCIAL/INDUSTRIAL REAL ESTATE

LUXURY FURNISHED PROPERTIES Beautiful newly furnished 3 bed/2 bath modern house with garage for sale \$275,000. OR rent \$750.00 per week.

SALES

WINEY COMPLEX Historic working winery at Amesbury, California. Includes vineyard, winery, bar, gift shop, and more.

THE TRADE BUREAU FOR ONE MONTH ONLY

The Trade Bureau offers help for one month only, the top 100 overseas multiple buyers in Manchester to make immediate decisions on buying houses and land.

1987 CITATION II

Support program for the Airport TT 420 Helicopter. Custom Corporation (A.P.S.) provides maintenance and repair services.

RENTALS

FOR RENT - USA NEW YORK CITY VICINITY 7,200 sq. ft. office building in Midtown West. 2 OFFICE BUILDINGS

SALES

INTERNATIONAL HERALD TRIBUNE ADS WORK. We are looking for people who can help us reach our advertising goals.

FOR BANK GUARANTEES

letters of intent, standby letters of credit etc. Viable loans and venture capital. Shipping loans a specialty. Contact: HERALDMARK LTD

CONFIDENTIAL RE-MARKETING

Business & Personal Names re-marketed. Personal names, 14 year old, 750,000. Business names, 14 year old, 750,000.

YOUR OWN COMPANY IN SWITZERLAND

Attract For Your Son? From offshore companies, franchise and consultancy services.

SALES

NEW JERSEY SHOPPING CENTER. In prestigious New Jersey near airport. 25,500 sq. ft. enclosed multi-level retail shopping center.

World Stocks in Review. A CONCISE OVERVIEW OF TRADING ON MAJOR WORLD STOCK MARKETS. Essential reading for investors and professionals.

JORDAN

High Technology The Key to Economic Strength

ITS not quite Silicon Valley but Jordanians are increasingly looking to modern technology as the best road to a healthy economy.

The development of Jordan as a regional center for technology transfer and maintenance services has been promoted by Crown Prince Hassan as the logical future for a country with limited natural resources but rich human ones and a strategic geographic location between Europe and the Arab world, South Asia and the Far East. He often cites Singapore as a model Jordan could profitably follow.

Prince Hassan has headed two major investment missions to the United States and Japan during 1988 as part of official efforts to show international investors what Jordan has to offer. The promotion has helped to attract Japanese industrial giant C. Itoh. A team from the company visited Jordan in November to sound out investment possibilities in both the private and public sectors. Paper processing, heavy equipment maintenance and spare parts manufacture and agro-industry are among the areas being considered; solid results from the visit are expected in the next few months.

Success, and expertise, are already available in the alternative energy field. The Royal Scientific Society is now well advanced with its Remote Village Project at Jurf Al-Darwish in southern Jordan. Solar and wind power are being used there to generate all village power needs. At Al Ibrahimiyeh in the north, the Ministry of Energy and Natural Resources has established a wind farm, and estimates that Jordan could ultimately obtain around ten percent of its electricity needs from wind power. Local production of solar power equipment is already providing useful export sales.

Jordan has also been nominated as the location for an ambitious 30-megawatt solar power generation scheme planned by the Phoebus Consortium, which brings together 17 European energy companies with Bechtel and Pacific Gas and Oil of the United States. The project, one of the largest in the world, could be operational by 1993. It should bring around \$175 million in investment and give Jordanian technical personnel unparalleled experience in the field.

Early success in the high-tech field has been scored by the newly established Jordan Technology Group (JTG), a pri-



New buildings change skyline in Amman, Jordan's bustling capital city.

Tourism: From Desert Oases To Archaeology

MOST visitors to Jordan expect to see archaeological wonders — the legacies of ancient civilizations and places whose names are familiar from the Bible — but the beauty and diversity of this small country often comes as a surprise.

Rolling areas of yellow and grey desert change into dramatic mountain ranges where rock and shadows are rose pink, red and violet. There are bright green oases and river valleys, forest areas in the north, and a tropical resort with palm trees and coral gardens at Aqaba, the country's southern port on the Red Sea.

The climate makes it a year-round holiday country: hot in summer, cool or even cold in the highlands in winter, and pleasantly warm in spring and fall (when wildflowers are blooming everywhere).

Every visitor will spend one or more days in Amman, the capital, known in Biblical times as Rabbath-Ammon and as Philadelphia to the Romans. It is a stone-built modern city surrounding the original Roman amphitheater, with an excellent archaeological museum.

Amman has six 5-star luxury hotels: Inter-Continental (a popular meeting place), the elegant Marriott, Jerusalem Francel, Regency Palace, Holiday Inn and Middle East Hotel. There are 38 other 3- or 4-star hotels as well.

For shopping, the souks near the Roman amphitheater in Amman have local color and lots of bargaining, but there are also luxury shops and boutiques, and the Craft Center near the Inter-Continental Hotel has a fascinating range of handicrafts: china, glass, brass, leatherwork, inlaid items and toys at reasonable prices.

The whole of northern Jordan can be visited in day excursions from the capital. The beautiful ruins of Roman Jerash are a 40-minute drive away, or there is the great oasis of Azraq — not far from the eighth-century desert castles of Amra, Kharana and Mushatta.

The ancient rock city of Petra ("half as old as time"), with a good 4-star Forum Hotel, is south of Amman via the spectacular King's Highway through the mountains. This

ivate shareholding company established last July. A key shareholder in the company is the Royal Scientific Society (RSS), which has been nominated by the EC as a center for technology transfer to the Arab region. JTG is already going ahead with joint ventures in personal computer assembly, design of data communication software for banks, and the assembly and maintenance of helicopters.

The group is particularly interested in offset ventures stemming from major government purchases but is also negotiating new projects that range from an orange juice plant to the manufacture of telephone switching equipment, all using trained manpower available in Jordan. Interest in Jordan's technical skills coincides with a major financial shake-up that should put the economy on a new and more independent course.

Jordan has always been heavily dependent on outside economic support, particularly Arab aid and expatriate remittances. Recent government policy has been geared to greater self-sufficiency and in recent years has achieved some

success in areas such as domestic revenues, which rose from 88.3 percent of current public expenditure in 1983 to 90.9 percent, and exports which have gone from JD 160.1 million (over \$300 million) in 1983 to JD 248.8 million in 1987. January to May 1988 figures show a rise to JD 124.2 million from JD 88.3 million in the same period last year.

Progress has been made but not fast enough to counteract the decline in Arab aid, which was set at \$1.2 billion annually at the Baghdad summit but had dropped to \$455 million by 1987. The shrinking Gulf employment market has also produced a drop in remittances — from \$1.2 billion in 1986 to \$934 million in 1987. In November the combination of a shortage of foreign currency reserves and the reality of a balance of payments deficit of JD 452 million and a trade deficit of JD 596.9 million prompted Prime Minister Zaid Rifai to introduce a package of austerity measures. Bans were placed on the import of a range of luxury items until the end

See Technology on page 11

See Tourism on page 11

"The first time I flew first class.."



Was on Royal Jordanian's Business Class.

I've flown Business Class before but Royal Jordanian's new Business Class is really different. Special check-in facilities, super wide seats that mean comfort all the way and good food and drinks — all served with a friendly smile. On this trip, I decided to stay ahead and always fly first class — on Royal Jordanian's Business Class.

BUSINESS
دورس ارجان الأعمال

ROYAL JORDANIAN الملكية الأردنية
Setting new standards.

Explore

If you're considering business in the Arab world, talk to The British Bank of the Middle East first. As part of the HongkongBank group, we have over a century's international banking experience in opening up new markets. Our Business Profiles on Arab countries, which come as a direct result of intimate market knowledge, are only one example of the many specialist services that we provide.

Today, with 1,300 offices in more than 50 countries, concentrated in Asia, the Middle East, Europe and the Americas, the HongkongBank group gives you access to a complete range of financial services. The group's presence also extends to Saudi Arabia and Egypt, through its associate banks, The Saudi British Bank and Hongkong Egyptian Bank S.A.E. For a copy of the Business Profile that interests you, write to us at Box 64 G.P.O. Hong Kong, or any branch of The British Bank of the Middle East.

The British Bank of the Middle East
Bahrain India Jordan
Lebanon Oman Qatar Switzerland
United Arab Emirates United Kingdom



London Branch: 15 Abchurch Lane, London EC4N 3DF, Tel: 01-4938111

How to Fight Pa...

But leaders of the opposition Liberal and Democratic parties said Monday that they would introduce amendments that would bind the ruling party to pledges it made during the campaign, including the establishment of a court to review and compensate Canadian citizens who lost their jobs as a result of the trade agreement. Other opposition demands include a formal determination by the government to fight any other trade agreement that would use its enhanced sovereignty under the trade pact to attack the Canadian medical system.

Author Again Swings to Pa...

There have been "at least a dozen" books published in the past few months that have been written by the author of "The Book of David". The author, who is a former member of the House of Commons, has written a number of books on the subject of the Middle East. His latest book, "The Book of David", is a collection of essays on the subject of the Middle East. The author is a former member of the House of Commons and has written a number of books on the subject of the Middle East.

When the author was a member of the House of Commons, he was a member of the Conservative Party. He was a member of the House of Commons from 1979 to 1983. He was a member of the House of Commons for four years. He was a member of the House of Commons for four years.

When the author was a member of the House of Commons, he was a member of the Conservative Party. He was a member of the House of Commons from 1979 to 1983. He was a member of the House of Commons for four years. He was a member of the House of Commons for four years.

When the author was a member of the House of Commons, he was a member of the Conservative Party. He was a member of the House of Commons from 1979 to 1983. He was a member of the House of Commons for four years. He was a member of the House of Commons for four years.

When the author was a member of the House of Commons, he was a member of the Conservative Party. He was a member of the House of Commons from 1979 to 1983. He was a member of the House of Commons for four years. He was a member of the House of Commons for four years.

When the author was a member of the House of Commons, he was a member of the Conservative Party. He was a member of the House of Commons from 1979 to 1983. He was a member of the House of Commons for four years. He was a member of the House of Commons for four years.

CENTER

FINANCIAL SERVICES

SAGANCO

ENTERING

ESCAPE

FEATURE

NEW YORK

NEW YORK

NEW YORK

NEW YORK

NEW YORK

NEW YORK

NEW YORK

NEW YORK

NEW YORK

NEW YORK

NEW YORK

NEW YORK

NEW YORK

NEW YORK

NEW YORK

NEW YORK

NEW YORK

NEW YORK

NEW YORK

NEW YORK

NEW YORK

NEW YORK

NEW YORK

NEW YORK

NEW YORK

WORLD STOCK
IN REVIEW

Banks Encouraged By Liberalization Of Interest

AFTER a quiet start, 1988 has developed as a challenging year for Jordan's banks. The banks began the year with deposits and credit facilities growing satisfactorily. Deposits rose from JD 1.94 trillion (around \$1 trillion) to JD 2.14 trillion in the course of 1987 while credit facilities were up from JD 1.39 trillion to JD 1.51 trillion. The steady improvement continued in the new year and banks had every reason to believe that the modest but acceptable profit levels of the previous year would be maintained.

The major change most banks were hoping for was the liberalization of interest by the Central Bank of Jordan (CBJ). The bankers saw signs of an upturn in the economy, and were looking for better spreads to encourage a move away from the concentration on import funding of fee-based activities and toward more productive activity as invest-

ment prospects picked up. Their hopes were fulfilled in June when the CBJ, while retaining the 8 percent interest limit on credit, removed the 1 percent limit on commissions and the 7% percent ceiling on certificates of deposit of more than JD 1,000 and three months. In September the CBJ went further, floating interest rates on all forms of deposit. While the base lending rate was lifted to 9 percent, it was effectively floated as banks were left to set their own commission rates. The Central Bank said the moves were intended to help curb imports and consumption and to discourage people from holding cash for speculative purposes. The bank also reiterated its belief that Jordanian rates should rise in line with higher rates in the industrialized countries.

To date, the banks have had little opportunity to exploit the possibilities of this new situation. The second half of the year, marked by a

continuing decline in the value of the dinar, saw the introduction of austerity measures designed to curtail consumption of imported goods and encourage local production. Bankers now believe that the changes in the economic climate should bring positive results.

"Our policy is to encourage manufacturers and exporters and help to develop their businesses," says British Bank of the Middle East (BBME) area manager David Tait. BBME is hoping that 1989, when the bank celebrates its 40th anniversary in Jordan, will be marked by a growth in investment activity. Mr. Tait says the bank has already been approached by a number of local investors interested in exploiting the new conditions and hopes to see high tech and tourism featuring high on their project lists.

Arab Bank, the Jordanian banking giant that takes around 40 percent of the market, is also in an optimistic mood. Arab Bank Chairman Abdulmajed Shoman says the bank will be going ahead with expansion of its overseas network, which now accounts for 75 percent of the bank's business and covers over 30 countries. Seoul, Rome and Tokyo will soon be on the branch list.

Nearer home, the establishment of small, cash offices distributed throughout

Amman and the steady expansion of the bank's automated facilities have led to improved levels of customer service. According to Mr. Shoman, the bank is heading for one of its most profitable years, following a good all-round performance in 1988, during which it has put some JD 100 million worth of loans and facilities into Jordanian industry, agriculture, transport and trade. "We have full confidence in the economy and believe things will turn around—it just needs some time," Mr. Shoman says.

Petra Bank has for some time wanted to encourage an export orientation. Petra Chairman Ahmad Chalabi regards exports as a key sector of the economy to be developed actively, and one in which Petra has already been making a mark. Exports by Jordanian manufacturers of textiles to the United States, cement to Sudan and syringes to Africa have benefited from Petra support. Mr. Chalabi is now confident that there are enough talented entrepreneurs in Jordan to meet current challenges.

Jordan National Bank has enjoyed a satisfactory 10.3 percent rise in assets, an 11.9 percent rise in deposits and maintenance of profit levels in 1987. The bank was looking forward to steady growth. Liz Freeston

Dead Sea Mineral Reserves Offer Development Potential

MINERAL-BASED heavy industries dominate in Jordan's export development plans; the country is already rated as the world's third largest exporter of phosphates after the United States and Morocco. Production of both phosphates and potash have increased steadily in the last 18 months. These, together with fertilizers, are expected to account for more than half of Jordan's \$800 million-plus export earnings in 1988.

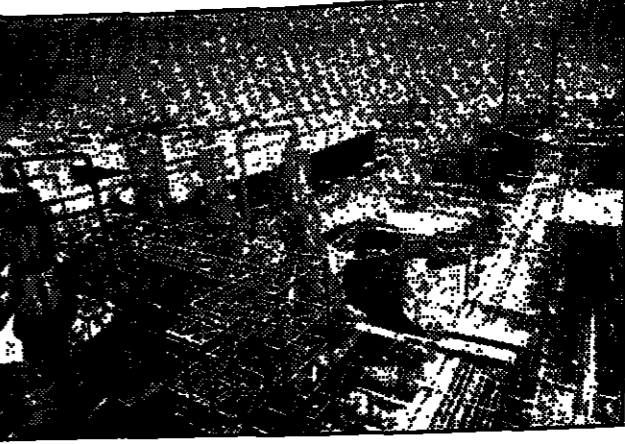
With proven phosphate reserves of over 2 billion metric tons, there is considerable scope for further development. Jordan's present five-year development plan (1986-90) aims to broaden the phosphate and potash industries and others with a view to increasing the value of the country's exports by 8.3 percent per year. Development plans focus on Jordan Phosphate Mines Company's major new mine at Shidiyah in the southeast, with proven reserves of one billion tons of phosphate. Its production is expected to rise nearly tenfold by the year 2000.

The company is also re-vamping its major fertilizer complex at Aqaba to improve its flexibility in production of phosphoric acid and diammonium phosphate. Allied industries form an important part of Jordan's industrial development program. A potash project on the Dead Sea, developed by the Arab Potash Company, began production in September 1982.

The Arab Potash Company is in its sixth year of operation and is in the middle of a large-scale expansion program intended to increase production at the Dead Sea plant from 1.2 million tons to 2 million tons by 1995. Managing Director Ali Ensur says: "Our aim is to utilize the potash operation as a cornerstone from which Jordan can realize the maximum benefit for economic exploitation of the Dead Sea mineral reserves."

An even more comprehensive exploitation of mineral resources has been revealed by The Jordanian Industrial Consortium Engineering Company (Jiteco),

which, with its planned \$1.5 billion industrial complex on the Dead Sea, is confident it can add at least another \$300 million to total exports. Twelve interrelated projects have been outlined. Jordan's shale oil could



Potash processing plant near the Dead Sea.

prove an important long-term source of energy. Estimates of reserves range from 10 billion to 45 billion metric tons. One West German study of deposits in the country's Lajjun region concluded they were of high quality and able to produce 14 to 36 gallons of oil per ton of rock.

Other minerals with de-

velopment potential include high-quality copper ore, gypsum, manganese, glass sand and clays and feldspar used in the manufacture of ceramics. Manufacturing and extractive industries are also looking forward to an expanding role following liberalization measures announced by the government in August. With a highly educated and sophisticated workforce in the country, the government wants to help create more than

250,000 new jobs during its five-year program.

One of the latest ventures is a plant that assembles personal computers. The plant is a joint venture of Jordan Technology Group and Singapore's Goh Electronics and is aiming to establish Jordan as a regional center for technology transfer.

Anthony Richard



Fertilizer processing plant at Aqaba.

Aqaba Port Expanding

AQABA, Jordan's only seaport, handled the lion's share of Iraq's imports during the Gulf war. The Jordanian government is investing millions of dollars into a variety of expansion schemes at the port.

But some senior port officials fear that the port's profitable Baghdad-bound traffic may now be slowly coming to an end, although Iraqi

officials did agree last month to continue using Aqaba for at least the next three years. There are some grounds for pessimism on the part of the Jordanians: Iraq is gradually opening up its Gulf gateways again and Kuwaiti ports have just accepted their first transit traffic commitment in several years.

Last year Aqaba handled around 20 million metric tons of cargo, well up on

1986's 16.8 million metric tons. Aqaba Ports Corporation (APC) executives predict a further rise this year to about 21 million metric tons. Recent increases could taper off in 1989, however, as Iraq finds cheaper alternatives to the massive trucking operation it must maintain to use Aqaba as one of its key trade outlets.

Aqaba is determined to retain its existing business

and hopes to start building a \$25 million multi-purpose terminal for Iraq freight some time next year. The Canadian government is currently financing consultancy studies for the berth. A new \$4 million, 6,000-square-meter (around 6,000 square feet) passenger terminal and ro/ro (roll on/roll off) berth is nearing completion; it will serve the Aqaba-Nuweiba (Egypt) ferry route. Around \$50 million in U.S. aid has gone toward the purchase of new cranes, forklifts, tugboats and other essential equipment.

A new wharf designed to make Aqaba competitive with rival Turkish gateways for Iraqi cargoes has also been introduced. Box handling charges have been slashed by 20 percent and fees for unloading reefer (refrigerated) cargoes reduced by a hefty 55 percent.

Cheaper container rates will go some way toward helping Aqaba achieve its goal of becoming the Red Sea's box transshipment hub. Around 100,000 square meters of additional container storage space is under construction at a cost of

around \$5 million. But Ports Corporation Director General Eid Alfayez says: "We have no plans to expand and develop the terminal (its shoreside frontage) at present."

But Aqaba's hopes of gaining a foothold in the lucrative box relay business have received a major setback. In November 1988, Saudi Arabia announced that it was lifting its strict non-transshipment ban at Jeddah—a port better sited than Aqaba to win relay traffic.

Gary Gimson



Arab Bank Limited shedding light on the Arab world

For over fifty eight years the Arab Bank has been providing advice to international businesses and individuals looking to trade in Arab markets.

With more than 100 branches and affiliates, the Arab Bank works around the clock to perform services for its clients, to strengthen economic relations between the Arab countries and the outside world and to provide insight into complex Arab markets. Branches and

affiliates span 5 continents: Asia, Africa, Europe, America and Australia with key offices in all of the world's major money centres.


Our main business is Arab business and the majority of our offices are concentrated in the Middle Eastern markets. Our branch man-



agers are experts in their fields totally familiar with their distinctive areas.

A glance at our annual report, demonstrates that the Arab Bank is amongst the largest and most experienced financial institutions in the Arab world, with US\$ 15.4 Billion in assets, 12.6 Billion in deposits and 785 million in equity.

If you are considering negotiating any business in the Middle East contact us.



بنك البتراء
Petra Bank
AMMAN-JORDAN

A LEADING CORRESPONDENT BANK IN JORDAN WE SPECIALIZE IN TRADE FINANCING, INTERNATIONAL BONDS AND THIRD COUNTRY TRADE.

PETRA INTERNATIONAL BANKING CORPORATION
WASHINGTON D.C A SUBSIDIARY OF PETRA BANK.
A GROWING CORRESPONDENT BANK
IN THE UNITED STATES.

1801 K STREET NW, SUITE 201, WASHINGTON, 20006-1301

Airline C
With Pla
A



Mr. Ali Ghannou, CEO of Royal Jordanian...
I feel a...
fulfilled...
network of...
Boeing 7...
eight Tri...
Airbus 310-...
three Air...
six A320...
during...
has be...
Passen...
1988 have...
ropping...
A final...
is expected.

High Te

Continued from page...
port duties...
did not...
fees. A 10...
was also...
and five-star...
restaurant...
and a 5...
in price...
the...
the govern...
have at lea...
foreign exch...

Jordanian
TECHN...
AN INVEST...
SPECIALIZ...
BASED PO...
MIDDLE E...

CONTACT
DR. RABY...
Tel. 829900/2, Fax...

JORDAN M...
Bank with 31-y...
P.O. Box 1578, Tel: 8...
Offers all types of...
at its Jordan, Leban...
Paid-up Capital...
Reserves...
Deposits...
Total Assets...
Branches in Jordan...
Amman (11 Branches)...
Branches in Lebanon...
Beirut (2 Branches)...
Cyprus Branch (O.B.S.)...
Limassol...
Correspo...

ADVERTISING SECTION

ADVERTISING SECTION

Airline Celebrates Anniversary With Plans for Privatization

As his airline prepares to celebrate its 25th anniversary with a growing international profile, Ali Ghandour, chairman of Royal Jordanian,



Mr. Ali Ghandour, chairman of the board and CEO of Royal Jordanian.

go carried is up by 9 percent to 41,000 metric tons while revenue passenger kilometers are up by 13.3 percent. Mr. Ghandour estimates revenues for the year at around \$380 million, and anticipates net profits of \$6 million to \$7 million; a reasonable return, he says, for a year in which RJ added long routes to Delhi, Calcutta, Montreal and Miami. Royal Jordanian has marked its coming of age with a new image for fleet, staff and offices alike, designed, says Mr. Ghandour, to show "warmth, friendliness and self-confidence." Fundamental to the new image is the "Royal" in Royal Jordanian and the gold crown emblem on the aircraft. They underline the airline's close relationship with King Hussein, who has been the moving force behind the airline since it was established in 1963. The king's wish that Jordan's national carrier should be "our ambassador of goodwill around the world" has taken on a formal dimension following the signing of an agreement under which RJ's 98 offices worldwide will act

as official promotion centers for Jordanian tourism. Mr. Ghandour says promotion of tourism will be a major focus of the airline's activities in the coming years. RJ has recently signed agreements with Club Méditerranée for the establish-

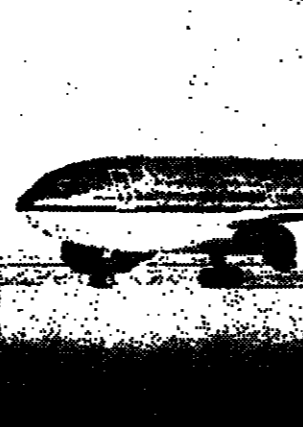
ment of a tourist village in Aqaba as well as hotels in Petra and Wadi Rum, and with Germany's Meitours for a DM 30 million (\$3.73 million), 400-bed hotel on the Dead Sea. The hotel will offer specialist skin treatments that use mineral-rich Dead Sea wa-

ter. Plans are also under way for a 250-bed five-star hotel in Aqaba to be built in partnership with private investors. Mr. Ghandour says the company does not want to compete with the private sector. But he hopes private investors will follow its lead in developing an industry which offers unequaled prospects for foreign currency earnings for Jordan. RJ alone should provide net foreign currency earnings of

\$60 million to \$70 million in 1988. In fact, RJ is on its way to joining the private sector itself. Mr. Ghandour hopes to see the company transformed into a private concern by early 1989. The shares will gradually be sold to private buyers, beginning with company employees. Mr. Ghandour is confident that, as RJ enters its second quarter-century, the airline will continue to progress. There are, he says, "always new peaks to conquer. Royal Jordanian has infinite horizons and will continue to grow."

for a 250-bed five-star hotel in Aqaba to be built in partnership with private investors. Mr. Ghandour says the company does not want to compete with the private sector. But he hopes private investors will follow its lead in developing an industry which offers unequaled prospects for foreign currency earnings for Jordan. RJ alone should provide net foreign currency earnings of

\$60 million to \$70 million in 1988. In fact, RJ is on its way to joining the private sector itself. Mr. Ghandour hopes to see the company transformed into a private concern by early 1989. The shares will gradually be sold to private buyers, beginning with company employees. Mr. Ghandour is confident that, as RJ enters its second quarter-century, the airline will continue to progress. There are, he says, "always new peaks to conquer. Royal Jordanian has infinite horizons and will continue to grow."



A Royal Jordanian Airbus 310-300 in the new RJ livery.

ter. Plans are also under way for a 250-bed five-star hotel in Aqaba to be built in partnership with private investors. Mr. Ghandour says the company does not want to compete with the private sector. But he hopes private investors will follow its lead in developing an industry which offers unequaled prospects for foreign currency earnings for Jordan. RJ alone should provide net foreign currency earnings of

Tourism

Continued from page 9

route passes through Kerck, Tafila and Shoubak. The coastal resort Aqaba is a popular water sports center. At Pella, on the east bank of the Upper Jordan Valley, excavations have found traces of continuous human habitation since the Stone Age. Umm Qais is the site of ancient Gadara. Petra is the supreme example of Nabataean culture but there are others — for example, at Beidha, a 15-minute drive from Petra. Most tourists visit these places briefly, but for the expert there are digs carried out by special teams. Crown Prince Hassan takes a very personal interest in the study of Jordanian antiquities, and there have already been three international conferences on the history and archaeology of the country. The fourth, "Archaeological Sites and Patterns of Settlements," will be held at Lyon, France in 1989.

Jordan also attracts dance lovers with its eight-year-old Jerash Festival, mainly devoted to international and Jordanian dance companies who perform in the magnificent setting of the Roman ruins at Jerash. Sport and underwater exploration have always been encouraged by King Hussein, and the latest expression of this is the International Diving Center opened by His Majesty in 1986. It is 18 kilometers (11.2 miles) down the Gulf from Aqaba and reaches sub-aqua diving. For a different kind of holiday there is the new spa at Zarqa Ma'in. Herod the Great is said to have come here to bathe in the mineral waters (the place was known as Callirhoe in classical times). Today there is a \$33 million complex on a 150-acre site in the austere beautiful canyon. The hot springs (some of which cascade down the cliffside in a dramatic steaming waterfall) bubble from the rocks at temperatures of 45-64°C. The water is used externally

for treatment of arthritis and of respiratory and skin problems. The international center is farther down the valley where a 140-room hotel is now open. Zarqa Ma'in is just 40 miles southwest of Amman. Beyond Madaba the last part of the road provides a spectacular drive through arid hills. Lawrence of Arabia lived in the Jordanian desert sixty years ago, in the mountain area of the Wadi Rum east of the route from Petra to Aqaba. Royal Jordanian, the national airline, is now offering a week's "Lawrence Experience" luxury tour for organizations' special incentive programs. Penelope Turing

Agro-Industry Exports Increasing

AS the government-owned Agricultural Marketing and Processing Company of Jordan (AMPCO) steps up its export drive, Jordanian vegetables are becoming a familiar sight on European tables. Exports to the EC jumped to 2,200 metric tons in 1987 and should reach 7,000 metric tons in 1988. AMPCO Director General Ghazi Abu Hassan says the company's main aim has

been to open up the European market for Jordan's private wholesalers. With regular access to this massive market, the surpluses and low prices that have troubled growers in recent years could be a thing of the past. The current price of the dinar should also make exports easier, and could help Jordanian producers get back into the Gulf markets that have been lost to Turkey. AMPCO has already clinched a deal to provide Lebanon with some 4,000 tons of vegetables over the winter season in exchange for Lebanese apples. Export growth is being matched by the expansion of agro-industry activities. With world demand for tomato paste now at record levels, AMPCO has received requests for over 60,000 metric tons in the coming season.

The company's new canning plant is due to begin production in December with a range of pure citrus juices for domestic and export sale. Vegetable canning and freezing, canned soups, ketchup and pizza sauce production are also under consideration and should, in time, help ensure greater market stability for growers and useful export earnings for the economy. Liz Freeston

High Technology the Key

Continued from page 9 of 1989; import duties rose sharply as did exit taxes and work permit fees. A 10 percent tax was also added to all four- and five-star hotel and restaurant bills and a three percent rise in price for airline tickets. Overall, the government hopes to save at least \$350 million in foreign exchange

by the new measures, all the while promoting local industry. The speed and severity of the moves startled the business community but their implications, when combined with the decline in the value of the dinar, which has moved from around 445 fils to the U.S. dollar to 560 fils since it was floated in mid-October,

have been clear. Jordan's economic difficulties are not going to be solved by outside aid. A cutback in consumption and the channeling of investment into production for export is seen as the key. Early signs are that Jordan's businessmen will rise to the challenge. The simplification of investment procedures announced in August has produced a rush of applications for registration of new small industries and the Amman Financial Market has enjoyed record trading levels during October and November, with industrial shares dominating trading. Export-oriented production is the next vital step.

The export message has always been clear to Jordan's major mineral companies, the Jordan Phosphate Mines Company (JPMC) and the Arab Potash Company (APC). Potash, fertilizer and phosphate sales in 1988 should reach around \$420 million, over half of Jordan's export earnings. JPMC now wants to boost its share of downstream activity and negotiations are under way with Russian, Indian and Pakistani companies. The company already stands to gain a further one million tons in exports from a proposed phosphoric acid plant to be set up in the Jebel Ali Free Zone in Dubai. Vital to export effort is Jordan's Red Sea port of Aqaba, which has expanded rapidly, not only as Jordan's only outlet to the sea, but also as a secure northern port for Iraq. Tonnage handled at the port has jumped from 12 million tons in 1985 to an expected 21 million tons this year, pushing revenues to \$66 million and requiring a doubling of staff to nearly 500 workers.

The Iraqi government has guaranteed to use Aqaba for substantial heavy industry exports, including phosphates, cement and sulphur, even after a Gulf peace treaty is achieved and its own ports are back in action. Port authorities are now gearing up for the Iraqi exports with plans for a \$25 million multipurpose berth. Other projects to upgrade efficiency at the port include a major expansion of yard capacity and the installation of a sophisticated coast guard station. The Iraqi exports will remain a vital part of the port's activities, but Jordanians expect to see it handling more of their own production in the future. Liz Freeston

JORDAN
TECHNOLOGY
GROUP

AN INVESTMENT COMPANY
SPECIALIZING IN TECHNOLOGY
BASED PORTFOLIOS IN THE
MIDDLE EAST

CONTACT
DR. RAMI BADR-EL-DIN
Tel. 669160/2, Fax. 669161, P.O. Box 5296 Amman - Jordan

JNB

JORDAN NATIONAL BANK S.A.
(Founded 1955)
Bank with 31 years Experience in Jordan
Head Office
P.O. Box 1578, Tel.: 642391-3 Tlx.: 21820 AIAHil Jo Cable
Address: Ahli Bank
Amman - Jordan

Offers all types of Commercial Banking Services
at its Jordan, Lebanon and Cyprus Branches—
Paid-up Capital JD 9,127,235
Reserves JD 12,973,296
Deposits JD 140,105,770
Total Assets JD 162,206,301
As of December 31, 1987

Branches in Jordan:
Amman (11 Branches) Rest of the Kingdom (19 Branches)
Branches in Lebanon
Beirut (2 Branches), Tripoli, Sidon
Cyprus Branch (O.B.U.)
Limassol
Correspondents All over The World

JORDAN... AN UNSPOILED SPLENDOUR

PETRA

JERASH

WADI RUM

DEAD SEA

AQABA

VISIT JORDAN... For Culture and Adventure more and above Friendly and Hospitable people A REAL BONUS

For more information contact: Ministry of Tourism - P.O. Box 224 - Amman Jordan
Tel. 642311/4 Tlx. 21741 TOURIS JO Fax. 648465
Ministry of Information - P.O. Box 1854 - Amman Jordan
Tel. 634357 Tlx. 21523 JO.
or your nearest Royal Jordanian Airline office

development potential include high-quality copper, gypsum, manganese, sand and clays and kaolin. The manufacture of ceramics, Manafiot, and extractive industries also looking forward to an expanding role following liberalization measures announced by the government in August. With a highly educated and sophisticated workforce in the country, the government wants to help create more than 250,000 new jobs during the five-year program. One of the latest trends is a plant that assembles world computers. The plant is a joint venture of Jordan Technology Group and Germany's Gon Electronic. It is aiming to make Jordan as a regional center for technology transfer. Anthony Ricketts

around \$5 million. But the Corporation Director General Ed Adnan says he has no plans to expand beyond the terminal. It is a special franchise program. But Adnan's hope is getting a foothold in the Jordanian box retail business. He received a major contract in November 1987. Adnan's success was lifting as the government has a program to open license to a private enterprise.

Gary Galt

TRADE FINANCING INTERNATIONAL

ING CORPORATION

Y OF PETRA BANK

IENT BANK

TATES.

ARTS / LEISURE

The Classic 'Threepenny' In a New Film

By Thomas Quinn Curtiss International Herald Tribune

BUDAPEST — "The Threepenny Opera" of Bertolt Brecht and Kurt Weill is among the century's enduring plays.

John Gay's 18th-century comedy. The Gay play was political dynamite in its day, caricaturing the bribery practiced by the prime minister, Sir Robert Walpole.



A crowd scene from "The Threepenny Opera," which is currently being filmed in Budapest.

When a German film company bought the screen rights Brecht was engaged to do the scenario, but the movie overalls rejected his script, heavy with Marxist coloring and short on humor.

The first film adaptation appeared in a French and German version, both under the direction of G.W. Pabst. A year later, when the Nazis took power, it was banned.

The cynical saga that "The Threepenny Opera" unfolds is a fable for adults in whom finger a child's appetite for impossible happenings and heroic derring-do. It is complete with an unexpected happy ending as an antidote to its gimpes of the lower depths.

Machath, a handsome highwayman, guilty of every crime in the book from murder to bigamy, has an irrepressible penchant for young ladies. When he courts Polly, the innocent daughter of Peachum, the crafty operator of an underworld panhandling enterprise, his troubles begin.

Julia Migenes, the triumphant Carmen of Francesco Rosi's film, is an operatic soprano of remarkable gifts as both singer and actress.

Julia Migenes, the triumphant Carmen of Francesco Rosi's film, is an operatic soprano of remarkable gifts as both singer and actress. She has been allotted to impersonate Jenny, an inmate of a brothel, a role of enormous range.

David Togur, a dance director of Broadway and London shows, is choreographing the mass scenes and does a bit as a comic Soho roisterer.

The first, an intimate comedy sequence, finds Jenny in bed with a client in her brothel in order. Hearing Machath's knock, she jumps up and urges her guest to leave at once. "But I've already paid," he complains indignantly.

In a season when Simon has no idea for a new comedy, it was once noted, he writes one anyway, and this is evidently one of those: a deficit farce about eight party guests trying to keep news of their host's attempted suicide away from the police.

In search of more classical fare, it is necessary as always to venture off-Broadway to one of the nonprofit sponsored or subscription centers like Lincoln Center or Joe Papp's Public Theatre, both of which are now under attack from the old commercial managements for invading their territory with transfers.

A London Critic Looks At Broadway and More

By Sheridan Morley International Herald Tribune

NEW YORK — Almost midway through the season, Broadway is still looking depressingly dim: barely 20 shows playing, and 15 of those are musicals that have been on one side of the Atlantic or the other for five, or in some cases 50, years.

The most interesting new play around, Michael Weller's "Spoils of War" — which essentially placed a Tennessee Williams heroine at the heart of an Arthur Miller family and allowed Kate Nelligan to give a performance of such rixt that if she fails to win the next Tony there really is less award justice than usual — is closed in New York after less than a month, while such audiences as remain for non-musicals are flocking to Neil Simon's new "Runners."

In a season when Simon has no idea for a new comedy, it was once noted, he writes one anyway, and this is evidently one of those: a deficit farce about eight party guests trying to keep news of their host's attempted suicide away from the police.

The first, an intimate comedy sequence, finds Jenny in bed with a client in her brothel in order. Hearing Machath's knock, she jumps up and urges her guest to leave at once.

The next morning a major musical sequence awaited on the huge sound stage. In this number Jenny's nightmare vision is evoked. She is a drudge in a shady hotel and she voices her anger at her fate in one of Weill's powerful songs, as the rattle of the stumps in grotesque makeup crowd about her.

Papp's Public Theatre company, housed in what most resembles a downtown cathedral mysteriously divided into acting areas by some stagelocked Victorian philanthropist, is currently offering among other shows a joyous rediscovery of "Cafe Crown" by Kraft's 1940 celebration of the old Yiddish Theatre, a few blocks away and its obsessive trouper.

"The Dresser" and Moss Hart's "Light Up the Sky," "Cafe Crown" is a glorious mix of satire and dressing-room sentiment in which Eli Wallach, Anne Jackson and Bob Dishy all give wonderful performances positively caked in vintage greasepaint.

NEW YORK THEATER

to have been cobbled together on a busy afternoon by an unholy alliance of Orson Welles and Ken Russell. While a small modern-dress ensemble of citizens and senators stands around as if waiting for Leonard Bernstein and Jerome Robbins to turn them into a musical, Christopher Walken of "The Deerhunter" drifts through the title role as if afraid that it might be by Shakespeare.

As with almost all that is best at the New York theater, "The Cocktail Hour" has in fact come in from elsewhere (in this case the Old Globe in San Diego) and it is only when you get to a theater like that, or Arvin Brown's admirable Long Wharf in New Haven (currently housing Dennis McNulty's new though somewhat derivative "National Anthem"), that you encounter what in Europe would be recognized as a theatergoing audience.

Three current New York hits are bound for London in the next few weeks. Mame's "Speed-the-Plow" turns out to be a fragile little three-character joke about show-business negotiators, and Robert Harting's "Steel Magnolias" is a marvelous gossipy account of six women achieving stardom in a Louisiana beauty parlor.

Three current New York hits are bound for London in the next few weeks. Mame's "Speed-the-Plow" turns out to be a fragile little three-character joke about show-business negotiators, and Robert Harting's "Steel Magnolias" is a marvelous gossipy account of six women achieving stardom in a Louisiana beauty parlor.

transvestite spy in apparent ignorance of his/her true sex, this is a production by John Dexter of stunning theatricality and invention that manages to relate the legend and the opera of "Madame Butterfly" to a study of sexual and oriental power politics. It will think become a major West End success.

At a time when "Oedipus Rex" would probably only work on Broadway as a musical called "Remember Mama," the only major new singalong of the season is "Legs Diamond," a glibly Peter Allen extravaganza that has already postponed its opening press night by several weeks and would, on the evidence of the preview I saw, be well advised to postpone it again for several more decades. But up at the Promenade there is a new A.R. Gurney installment of his White Anglo-Saxon Protestant chronicles of family life, this one called "The Cocktail Hour" and concerned, I would guess autobiographically, with the problems of a playwright trying to write about his own clenched upstairs family, the kind of household where people seem to be clothed in back numbers of the New Yorker and only able to speak when intransigently fed on very old dry martinis.

As with almost all that is best at the New York theater, "The Cocktail Hour" has in fact come in from elsewhere (in this case the Old Globe in San Diego) and it is only when you get to a theater like that, or Arvin Brown's admirable Long Wharf in New Haven (currently housing Dennis McNulty's new though somewhat derivative "National Anthem"), that you encounter what in Europe would be recognized as a theatergoing audience.

On Broadway now, and sometimes even off-Broadway, audiences look more like Las Vegas refugees on some desperate conspiracy tour in search of lost glamour. Why else would "42nd Street" — still shamefully billed as "David Merrick's 42nd Street," as though he had no composer, lyricist or director — only now be closing after almost a decade?

Advertisement for 'The Belle Époque' book by Hebe Dorsey. Includes an illustration of a woman in a carriage and a man on a bicycle. Text describes the book as 'Eye-witness accounts of a shimmering era and its beautiful people — dazzling scandals — and crazy crazes — including the horseless carriage and flying machine!'.

On '88 Pop Scene, The Same Old Song

By Mike Zwerin International Herald Tribune

PARIS — This is an unhappy holiday season for a critic of popular music — an uncomfortable season, it might even be critical.

Popular music, the music of the people (we'll include jazz just for the fun of it) is supposed to say something about our times. About ourselves. What is the majority listening to? Avoiding? How does their music effect the minority? If I find little value in the new output, does that mean we are living in uncreative times or is this critic unable to recognize creativity when he hears it?

The French novelist and jazz critic Boris Vian said that a critic is "about as useful as an observer in the weather bureau." He traces isobaric curves, begins to figure out that starting here, in such and such an amount of time and depending on whether this or that happens, Joe Blow will either ravage the coast of Brittany or peter out at sea.

Nevertheless, here is a sample of year-end reviews: A VISION SHARED (Folkways): A musical tribute to Woody Guthrie and Leadbelly (proceeds to the Smithsonian Institution) by Bruce Springsteen, Taj Mahal, John Mellencamp, Bob Dylan, Emmylou Harris, Arlo Guthrie and others.

The almost total domination of singers who perform their own material in post-Beatles pop music has done a lot of damage. It has become very rare for rock groups to succeed unless they write their own songs, or for songwriters to make it unless they sing. With a few obvious exceptions (Dylan, Paul Simon), this has resulted in a bunch of amateurs on one side or the other. Singers are too busy looking pretty to learn musical forms or read poetry. Songwriters are forced to write down to their own execution level. So both teams have been operating from their weak sides. Anybody who manages to come up with two original hits containing a minimum of artistry becomes an instant "artist," and these two-song three-chord wonders then make a career out of variations on the theme.

In earlier days, also with a few obvious exceptions (Hosny Carnichael, Johnny Mercer), songwriters went to a lot of trouble to get the right singer (who often seemed to be Frank Sinatra) for a song. On the other side, singers begged songwriters like Cole Porter for first option on his latest stuff. "A Vision Shared" shows how different today's pop music might be had the two functions remained separate.

(Guthrie and Leadbelly were not exactly spectacular singers.) Dylan once said: "If Woody Guthrie were around today, I think he'd be very disillusioned." Obviously, but perhaps less so if he could have heard Brian Wilson's beach-blues version of "Goodnight Irene" and Little Richard's "Rock Island Line" (both by Leadbelly); and U2's "Jesus Christ" and Springsteen's "Vigilante Man" (two Guthrie songs).

BILL EVANS, "You're Gonna Hear From Me" (Milestone): Every time we turn around there seems to be another fine new Bill Evans trio album (this one from 1969, live at Jazzhus Montmartre, Copenhagen) on the market. Who's making them? He was supposed to have passed away years ago. I cannot shake this image of smarmy industry dwarves squeezing still some more marvelous version of "Somebody My Prince Will Come" from his snatched body. How long can this go on? Why is this man smiling?

THE BEST OF EARTH, WIND AND FIRE, Vol II (CBS): There are only two kinds of music, Duke Ellington said, good and bad. EWF rises — or at least rose — above rhythm and blues, soul, disco or whatever category you choose, or chose, to put them in. What we have here is Michael Jackson without cosmetic surgery, George Michael without designer stubble, Terence Trent D'Arby billed as Terry, Stevie Wonder as he was at his best in the '70s, whence most of these tracks.

JAMES MOODY, "Moving Forward" (Novus): We have been granted a temporary visa to leave the land of Retread. Young at heart, hard, an old sofie, intelligent, inventive, reliable, joyful — mega-readman Moody has been doing it all for years. Moving forward. He's still doing it. Right now!

PAUL SIMON, "Negotiations And Love Songs" (WB): A double-album including "Bill Cosby After All These Years," "Hearts And Bones" and "Rent And Georgette Magritte With Their Dog After The War."

DIRE STRAIGHTS, "Money For Nothing" (WB): Includes the title song, "Sultans of Swing," "Brothers in Arms" and "Private Investigations."

Two collections of the old best of some fine, yes, artists, who, however, apparently lack any new best to present this year.

PARIS REUNION BAND, "Hot Licks" (WB): Although the premise here is associations past — all of these musicians worked in Paris at some time or other — it is not nostalgia. This is one fine bunch at their peak.

Dining Out section listing various restaurants in Paris with their addresses and phone numbers. Includes entries for Chez Les Anges, Cafe Bordeleais, Ludmila Pavillon Russe, Le Bistrot d'Armand, Al Dwan, Doucet-Est, Le Western, Le Clodens, La Taverne Basque, Le Village, Au Vieux Paris, Raffaitin & Honorine, Le Petit Navire, Au Vieux Paris, La Taverne Basque, Le Village, Au Vieux Paris, Raffaitin & Honorine, Le Petit Navire, Au Vieux Paris, La Taverne Basque, Le Village, Au Vieux Paris.

Advertisement for 'FESTIVE DINNERS' at Au Coeur des Trois Chateaux. Includes details about Christmas dinners, menu prices, and contact information for Cœur Volant Restaurant and Pacha Club.

Vertical advertisements on the right edge of the page, including 'Morgan I About To', 'Nokia Stock Slump After Chairman Dies', 'AMSTERDAM DE COMPANY', 'AMERICA EXPRESS COM', and 'The Quarterly Report'.

WEDNESDAY, DECEMBER 14, 1988

Page 13

Another Puzzler for 1992: Advertising Europe-Wide

LONDON — Finding a way of advertising its Alka-Seltzer tablets Europe-wide proved to be a headache for Bayer AG, the West German chemical company.

The prospect of multi-country ads on satellite TV spurs many companies to think European.

SEARCHING for appropriate programs into which to slot commercials, advertising agencies have been studying the way satellite stations deal with the variety of European languages.

As competition between brands grows after 1992, agencies will have to employ increasingly ingenious methods to identify the market sector they are aiming for.

They look for similarities between the attitudes and habits of

Rolm Split By IBM

NEW YORK — International Business Machines Corp. will split off Rolm Corp. as a separate public company.

IBM will sell the development and manufacturing arm of Rolm, with its 2,800 employees, to Siemens, where it will become Rolm Systems Inc.

The deal will not have any material impact on IBM's earnings, and all IBM employees will be offered jobs with Siemens, with the joint venture, or elsewhere in IBM, the company said.

Siemens: World View From Munich

By Michael Farr New York Times Service

MUNICH — In an imposing pink baroque building in the center of Munich, Europe's biggest electronics company has been hatching global plans that include making deeper inroads into the all-important U.S. market.

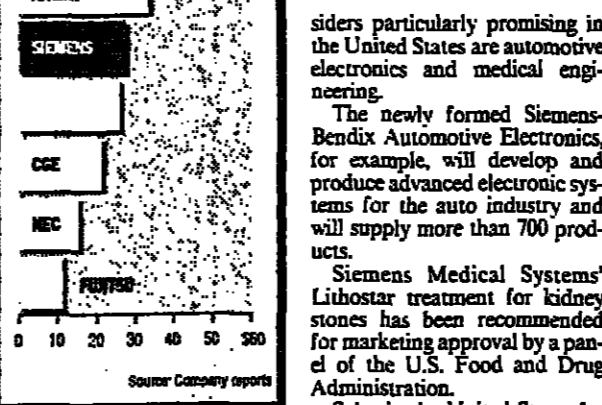
Siemens AG, which some critics have called the sleeping giant, has been showing that it means to do battle with the American and Japanese powerhouses.

Siemens can afford to be ambitious. With a cash stockpile of 23 billion Deutsche marks (\$13.2 billion), the company has been described as "a bank that dabbles in electronics."

Two areas that Siemens con-



Semiconductor wafers are assembled at Siemens's plant in Regensburg, West Germany.



Baumann, Siemens's finance director, said, "Our business is becoming global, and we cannot stay in one region of the world market."

November Gain In U.S. Sales Was Hefty 1.1%

WASHINGTON — A surge in consumer spending on expensive, long-lasting goods sent U.S. retail sales up 1.1 percent in November, the second consecutive strong monthly advance, the Commerce Department said Tuesday.

Both months were bolstered by a surge in car buying, but even excluding autos, sales rose 0.9 percent in November and 0.8 percent in October.

Retail sales totaled \$138.1 billion in November after adjustment for seasonal variations, the department's Census Bureau said.

The Fed last raised its benchmark discount interest rate Aug. 9, to 6.5 percent.

Separately, U.S. purchasing managers said the American economy would do better next year than it has in 1988, with continued growth and modest inflation.

Deficit Declines In Wide Gauge Of U.S. Trade

WASHINGTON — The U.S. current-account deficit, the broadest measure of trade performance, shrank to \$30.89 billion in the third quarter of 1988, its lowest level in three years, the Commerce Department said on Tuesday.

The July-September deficit followed a revised \$33.74 billion gap in the second quarter and a \$36.94 billion first-quarter shortfall.

The merchandise trade gap, which has been steadily shrinking from its peak of \$41.19 billion in the final quarter of 1987, fell to \$28.53 billion from \$30.15 billion in the second quarter.

Update Sets 12% Growth For Korea

SEOUL — Outstripping previous economic predictions, South Korea will record a brisk 12.1 percent economic growth this year, the central bank said on Tuesday.

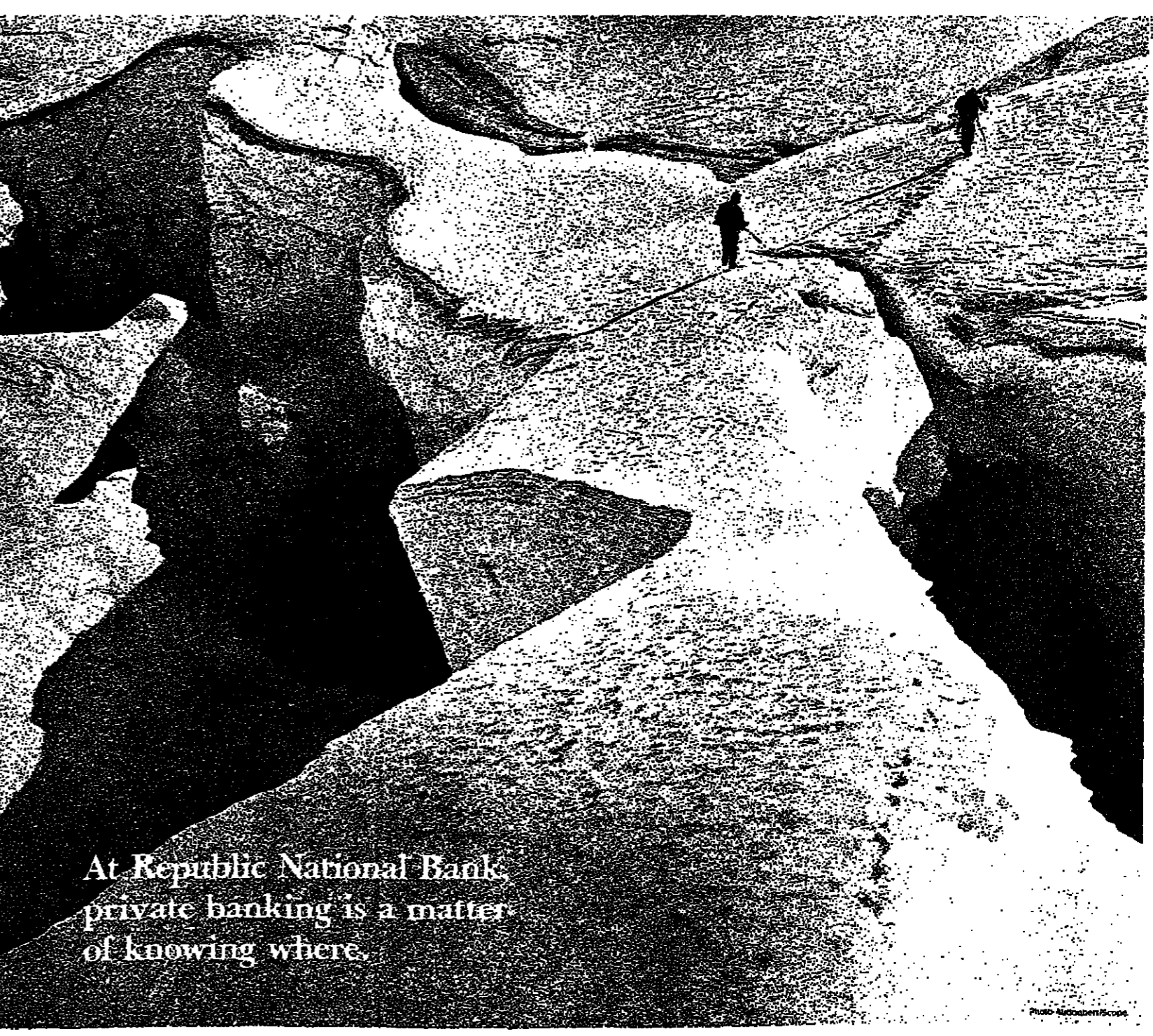
The report sent Korean stock prices higher, and the composite index climbed 9.98 points to a record 921.33, surpassing the all-time high set Monday.

The Bank of Korea said the inflation-adjusted gross national product was likely to grow to 114 trillion won (\$165.9 billion) this year. The figure was well above the government's initial prediction of 8 percent growth made last year, and it also topped an updated prediction of 11.5 percent.

On a per capita basis, the predicted 1988 GNP is equivalent to about \$3,728, compared with \$2,861 last year.

The gross domestic product, the total value of goods and services minus foreign income, was expected to record 11 percent growth, reaching \$158 billion. Inflation was pegged at 4.3 percent.

Faster growth in domestic consumption, which was predicted at 8.1 percent, and government expenditure, up 10.4 percent, compensated for a decline in the rate of export growth, which was expected to fall to 11.3 percent on a volume basis from 24 percent last year, the central bank said.



At Republic National Bank private banking is a matter of knowing where. Setting a safe course in an unfamiliar investment environment requires the help of an expert with local knowledge. Republic National Bank's offices in 27 business centres constitute a global private-banking resource. Our international staff combine a long experience of local conditions with a commitment to the bank's principle of protecting customers' assets. Republic National Bank of New York. A matter of trust. REPUBLIC NATIONAL BANK OF NEW YORK (SUISSE) SA

Currency Rates

Table with columns for Currency, Par \$, and various exchange rates for major currencies like the British pound, Japanese yen, etc.

Forward Rates

Table showing forward rates for various currencies, including 30-day, 60-day, and 90-day rates.

Interest Rates

Table of Eurocurrency deposits for various currencies and maturities.

Key Money Rates

Table of key money rates for the United States, including discount rates and prime rates.

Asian Dollar Deposits

Table of Asian dollar deposits for various Asian currencies and maturities.

U.S. Money Market Funds

Table of U.S. money market funds, including Merrill Lynch Ready Assets and others.

Gold

Table of gold prices in various locations like London, New York, and Zurich.

Vertical text on the left edge of the page, including 'How to Fight P...', 'hor Again Swings to...', and 'ENTER'.

NYSE Most Actives table with columns: Vol, High, Low, Last, Chg. Lists top trading stocks like Defted, Tropic, etc.

Market Sales table with columns: NYSE 4 a.m. volume, NYSE prev. close, Amex 4 a.m. volume, etc.

NYSE Index table with columns: High, Low, Close, Chg. Lists Composite Industrials, Transp., Utilities, Finance.

Tuesday's NYSE Closing Via The Associated Press logo.

AMEX Diary table with columns: Close, Prev. Lists Advanced, Total, Unchanged, New Highs, New Lows.

NASDAQ Index table with columns: Close, Chg. Lists Composite Industrials, Finance, Insurance, Utilities, Transp.

AMEX Most Actives table with columns: Vol, High, Low, Last, Chg. Lists Curran, Tack, etc.

Dow Jones Bond Averages table with columns: Bonds, Utilities, Industrials. Lists Close, Chg.

NYSE Diary table with columns: Advance, Decline, Unchanged, New Highs, New Lows. Lists Close, Prev.

Odd-Lot Trading In N.Y. table with columns: Buy, Sales, *\$1M. Lists Dec 12, Dec 13, Dec 14.

Dow Jones Averages table with columns: Open, High, Low, Last, Chg. Lists Industrials, Transp., Finance, Utilities, SP 500.

Standard & Poor's Index table with columns: High, Low, Close, Chg. Lists Industrials, Transp., Finance, Utilities, SP 500.

NASDAQ Diary table with columns: Advance, Decline, Unchanged, Total Issues. Lists Close, Prev.

AMEX Stock Index table with columns: High, Low, Close, Chg. Lists 29.67, 29.57, 29.82, -0.85.

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

Large table of stock prices under 'NYSE Mixed in Slow Trading' section, columns include 12 Month High, Low, Stock, Div, Yld, PE, etc.

NYSE Mixed in Slow Trading

United Press International NEW YORK — Prices on the New York Stock Exchange ended mixed Tuesday in desultory trading dampened by news of stronger-than-expected November retail sales and by hesitation before the release of a key measure of the economy's health.

The Dow Jones industrial average, which had fallen 3.91 Monday, recouped its previous loss by gaining 3.91 to close at 2,143.49, exactly where it stood Friday.

Declines led advances, however, by about a 9-5 ratio. Volume totaled 132.34 million shares, compared with 124.16 million shares traded Monday.

Volume included 4.8 million shares of Detroit Edison, which carries a 10.1 percent dividend yield. Tuesday was the last day an investor could purchase the issue and still collect the high dividend.

Broader measures of market activity also declined. The NYSE composite index fell 0.10 to 155.24. Standard & Poor's 500-stock index slid 0.21 to 276.31 and the price of an average share lost 2 cents.

Shortly before the market opened, the Commerce Department reported the nation's retail sales rose 1.1 percent in November.

Prudential-Bache Securities Inc.

adding that the "very strong" retail sales figures added to traders' fears that the pace of inflation would quicken.

"The news caused the bond market to weaken and stocks followed bonds," she said.

The market's principal focus, however, is on the upcoming report on the nation's October trade deficit, due to be released Wednesday, analysts said.

"They're playing the numbers game again, looking only at the numbers," said Ralph Acampora, director of technical research at Kidder, Peabody & Co.

"There's no real reason — not apparently, anyway — to be negative," he said. "But people could be hearing they're walking around combing their faces."

Mr. Acampora said he expected the market to continue to drift aimlessly over the next several sessions.

Detroit Edison

was the most active NYSE-listed issue, rising 1/4 to 16 1/4.

Texaco followed, climbing 1 to 51 1/4 on news that Carl C. Icahn, its largest shareholder, disclosed in a Securities and Exchange Commission filing that he had raised his stake in the nation's third largest oil company to 15.8 percent from 14.7 percent.

The Amex market value index fell 0.85 to close at 295.82. The price of an average share lost 4 cents. Declines led advances by about a 3-2 ratio.

Amex volume totaled 8.49 million shares, compared with 8.33 million on Monday.

AMERMAN

Advertisement for Amerman with contact information: 100 West 45th Street, New York, NY 10018.

INGERSOLL-RAND

Advertisement for Ingersoll-Rand (C.R.) with contact information: 100 West 45th Street, New York, NY 10018.

AMSTERDAM DEPOSIT COMPANY N.V.

Advertisement for Amsterdam Deposit Company N.V. with contact information: 100 West 45th Street, New York, NY 10018.

AMERICAN EXPRESS COMPANY

Advertisement for American Express Company with contact information: 100 West 45th Street, New York, NY 10018.

The Quarterly Report

Advertisement for quarterly report with contact information: 100 West 45th Street, New York, NY 10018.

Large vertical advertisement on the right edge of the page, including 'Morgan Is About To...', 'Nokia Stock Slump After Chairman Dies', and 'AMERICAN EXPRESS COMPANY'.

BUSINESS ROUNDUP

Morgan Is Questioned About Tokyo Trading

TOKYO — The Japanese Finance Ministry has asked Morgan Stanley Japan Ltd. to explain its futures-related share buying after the firm apparently broke an unwritten rule followed by brokerages on the Tokyo Stock Exchange.

A ministry official said Tuesday that the unit of the U.S.-based Morgan Stanley Group Inc. was asked to detail its trading shortly before the close on Dec. 7, when a flurry of index futures-related orders in the last half hour helped lift the Nikkei stock average by about 200 points, brokers said.

"It seems they may have broken an industry self-restraint rule against large volume trade just before the close," the official said.

Morgan Stanley officials declined to comment on their trading. Brokers said informal securities industry guidelines call for brokerages to refrain from buying on their own account in the final 15 to 30 minutes before the market closes.

"They aren't supposed to do anything near the close, especially if prices are looking at new high levels," said a foreign broker. "But it's not a strict rule in the books."

Dec. 7 was the first time Japan experienced a "witching hour" since index futures were introduced last September.

A witching hour is the last hour of trading on the day when investors may close out spot contracts before delivery. Some contract holders try to cut their losses or increase profits by trading in the cash market to move the index closer to or further away from their futures positions.

A Nikkei-225 index futures contract on the Osaka Stock Exchange and a TOPIX futures contract on the Tokyo Stock Exchange were launched Sept. 3.

On Dec. 7, arbitrage activity between the cash and futures markets was a key factor in raising the Nikkei by 381.44 points to a record 30,050.82, brokers said.

Morgan Stanley, the Salomon Inc. subsidiary Salomon Brothers (Asia) Ltd. and Goldman Sachs (Japan) Ltd. were particularly active in arbitrage activity, brokers said.

Both Salomon and Goldman Sachs were buying throughout the day," said a foreign broker. "Morgan bought a huge amount at the end of the day."

The Finance Ministry official said no brokerages other than Morgan Stanley had been asked to provide explanations of their trading activity.

Ministers Warned Prime Minister Noboru Takeuchi has told his ministers to make government officials more careful about trading shares, government sources said Tuesday. He was quoted as telling ministers at a meeting that government officials should discipline themselves more strictly.

The remarks were made in reference to a recent major stock trading scandal involving aides to government officials. The cabinet is expected Friday to adopt measures to restrain stock trading by officials, the sources said.

Consumers Await Spoils of a Japanese Camcorder War

TOKYO — Plans by Japan's electronics giants to step up production of compact video cameras is leading them into a price war that will benefit the consumer, analysts say.

Matsushita Electric Industrial Co. and an affiliate, Victor Co. of Japan, known as JVC, are squaring off against archrival Sony Corp. over the potentially vast market.

"So far the race for market share is neck and neck," said Darrel Whitten, associate director of Far East research at Prudential-Bache Securities (Japan) Ltd.

The compact video cameras, also known as camcorders, can film action sequences and play them back on television, either directly or through a videotape recorder.

An estimated 1.5 million camcorders are expected to be sold in Japan in 1988, up about 50 percent from 1987, industry spokesmen say. Exports in 1988 are estimated at 4.5 million, up from 3.2 million in 1987.

Analysts say they believe that the surge will continue and that local demand grows at about 30 percent. Camcorders will begin out-selling video recorders sometime in 1990.

Until now the camcorder war has focused on differences in features between the Sony and Matsushita/JVC models.

Sony was first into the market in 1985 with its 8mm format, which is smaller and can record more than rival models. Its CCD-V88 retails for 215,000 yen (\$1,750) and weighs just 900 grams (about 2 pounds), while its heavier VTR-TV GV-8 sells for 128,000 yen.

JVC, which is 50.8 percent owned by Matsushita, offers a S-VHS-C system, which records sharper pictures than Sony's but costs more. The GR-S35 retails for 250,000 yen.

Camcorders made by Matsushita are similar to those produced by JVC but cheaper. It began selling an S-VHS-C model in mid-October for 188,000 yen, but it is more bulky and weighs 1.5 kilograms.

One difference between them is that while both camcorders can replay by being plugged directly into a television, the Matsushita/Victor half-inch (12.8mm) VHS tapes can be inserted into standard recorders with the help of an adapter.

Atari Games Sues Nintendo Over Home Video 'Lockout'

SAN FRANCISCO — Atari Games Corp. has sued Nintendo Co. for \$100 million, contending that the Japanese company's U.S. unit is monopolizing the home video game market with a system that locks out competitors' game cartridges.

Atari Games, which is privately held and not affiliated with Atari Corp., recently introduced Nintendo-compatible game cartridges.

The suit was filed Monday in U.S. District Court against Nintendo and its U.S. unit. It said Atari had finally developed "the functional equivalent of a key that will unlock the lockout system," after suffering \$30 million to \$35 million in damages over several years. The suit seeks triple damages under antitrust laws.

Lynn Hvalsoe, general counsel for Nintendo of America Inc. in Redmond, Washington, said the company declined comment.

Atari said Nintendo controlled more than 80 percent of the U.S. market for home video game machines. The suit said Nintendo had equipped its machines for several years with a computer chip that allows the machines to accept only cartridges with a compatible chip.

"Using this barrier and its completely dominating position in the market for home video game machines, Nintendo has forced the more than 30 companies that have written games that play on Nintendo machines to have all of their game cartridges manufactured by Nintendo-Japan at prices it dictates," the suit charged.

The suit said Nintendo probably would earn more than \$1 billion in revenue this year from U.S. sales of home video cartridges that play on its machines.

Atari alleged that Nintendo's exclusionary practices limit competition and variety on the market and drive up prices.

Other opposition demands include... arising by the government to fight an... average under the trade pact to attack the... a medical system.

There have been... "quest" to produce... But the... One reason for... "Rose" is... "When a move... it can act as... It's safer to... after my death."

With his 5th... he continues... that he has... Europe and... ment in Milan.

Where is home... "that of an... Bologna and... name."

He acknowledges... people by... That does... however.

Where someone... "I... great... company" is... "I... have... Minister... of Peace."

When someone... "I... great... company" is... "I... have... Minister... of Peace."

When someone... "I... great... company" is... "I... have... Minister... of Peace."

When someone... "I... great... company" is... "I... have... Minister... of Peace."

When someone... "I... great... company" is... "I... have... Minister... of Peace."

When someone... "I... great... company" is... "I... have... Minister... of Peace."

When someone... "I... great... company" is... "I... have... Minister... of Peace."

When someone... "I... great... company" is... "I... have... Minister... of Peace."

When someone... "I... great... company" is... "I... have... Minister... of Peace."

When someone... "I... great... company" is... "I... have... Minister... of Peace."

When someone... "I... great... company" is... "I... have... Minister... of Peace."

When someone... "I... great... company" is... "I... have... Minister... of Peace."

When someone... "I... great... company" is... "I... have... Minister... of Peace."

When someone... "I... great... company" is... "I... have... Minister... of Peace."

When someone... "I... great... company" is... "I... have... Minister... of Peace."

FREE INFORMATION FROM INTERNATIONAL INVESTOR XII Herald Tribune. The latest information from the distinguished companies listed in this section is available to you at no charge.

BAYERISCHE VEREINSBANK. BAYERISCHE VEREINSBANK, the largest private banking group in the long-term credit sector in the Federal Republic of Germany.

CIMENTS FRANÇAIS GROUP. Société des Ciments Français is a leading international producer and supplier of cement, aggregates, ready-mixed concrete and construction materials.

BASF. Following its solid earnings in 1987, BASF is again turning in a strong performance in 1988. Figures for the first three quarters show Group sales up by 7.8% and pre-tax profits up by 22.7%.

Nokia Stock Slumps After Chairman Dies. HELSINKI — Stock in Nokia Group of Finland fell sharply on the Helsinki exchange on Tuesday.

INGERSOLL-RAND (CDRs). The undersigned announces that the Third Quarter Report of Ingersoll-Rand will be available in Amsterdam at: Algemene Bank Nederland N.V., Amsterdam-Rotterdam Bank N.V., Bank Mees & Hope N.V., Pierson, Holding & Pierson N.V., Kas-Associatie N.V.

ROTHMANS INTERNATIONAL P.L.C. (CDRs). The undersigned announces that the Interim Report for the six months ended 30th September 1988 of Rothmans International P.L.C. will be available in Amsterdam at: Algemene Bank Nederland N.V., Amsterdam-Rotterdam Bank N.V., Bank Mees & Hope N.V., Pierson, Holding & Pierson N.V., Kas-Associatie N.V.

AMERICAN EXPRESS COMPANY (CDRs). The undersigned announces that as from 16 December 1988 at Kas-Associatie N.V., Spuistraat 172, Amsterdam, div. no. 46 of the CDR's American Express Company, each representing 1 share, will be available with Dfls. 1.59 net (dit. per month-date 07.10.88) gross \$.19 p.a. after deduction of 15% USA-tax = \$ 0.15 = Dfls. 0.29. Div. eps. belonging to non-residents of the Netherlands will be paid after deduction of an additional 15% USA-tax (= \$ 0.15 = Dfls. 0.29) with Dfls. 1.30 net.

AMERICAN EXPRESS COMPANY (CDRs). The undersigned announces that as from 16 December 1988 at Kas-Associatie N.V., Spuistraat 172, Amsterdam, div. no. 46 of the CDR's American Express Company, each representing 1 share, will be available with Dfls. 1.59 net (dit. per month-date 07.10.88) gross \$.19 p.a. after deduction of 15% USA-tax = \$ 0.15 = Dfls. 0.29. Div. eps. belonging to non-residents of the Netherlands will be paid after deduction of an additional 15% USA-tax (= \$ 0.15 = Dfls. 0.29) with Dfls. 1.30 net.

Leveraged Capital Holdings N.V. The Quarterly Report as of 30th September 1988 has been published and may be obtained from: Pierson, Holding & Pierson NV, Herengracht 214, 1016 BS Amsterdam. Tel. + 31 - 20 - 21188

JS TELECOM Groupe Bosch. Jeumont Schneider in France and Telenorma (a German subsidiary of Robert BOSCH) have joined forces to create in Europe a new concern which is even now able to offer: data-processing, office-automation and telephone equipment (capable of carrying between 2 and 12,000 lines — and more).

Limburg Your European hub. There is a location in Western Europe where 50 million consumers live within a distance of no more than 130 miles and where 70% of the major European companies are located within a radius of 250 miles.

COMPAGNIE DU MIDI. COMPAGNIE DU MIDI is the holding company of a diversified group, mainly operating in: insurance with Axa-Midi Assurances, banking and financial services, property holdings, industry and trade.

SAAB-SCANIA Leaders in specialized transport technology. Interim report January-August 1988. Saab-Scania's sales and income increased during the year. SUMMARY OF INTERIM REPORT FOR JANUARY—AUGUST 1988: Consolidated sales SEK 27,620 m. (25,832); Consolidated income SEK 1,964 m. (1,806); Pre-tax return on capital employed 23.4 per cent (23.2); Income per share, after 50 per cent taxes, SEK 27.10 (22.70); Sale of Saab-Scania Euertech.

Herald Tribune. Mail this coupon or send telex to: Matthew Greene/International Investor XII, International Herald Tribune, 181 Avenue Charles-de-Gaulle, 92521 Neuilly Cedex, France. Telex: 613595 F. Fax: 46 37 9370. Please send me the reports from the companies circled, at no cost or obligation. Check here: [] if you would like information sent to you so that your company is included in our International Investor XIII feature scheduled for April 1989, please attach your business card.

World Stock in Review. The Quarterly Report as of 30th September 1988 has been published and may be obtained from: Pierson, Holding & Pierson NV, Herengracht 214, 1016 BS Amsterdam. Tel. + 31 - 20 - 21188

BUSINESS ROUNDUP

Icahn Raises His Stake in Texaco

NEW YORK — Carl C. Icahn disclosed Tuesday that he had increased his stake in Texaco Inc. to 15.8 percent, raising new questions about the takeover strategy's ultimate plans regarding the third largest U.S. oil company.

VW Sees 7% Sales Rise And Higher Net for '88

WOLFSBURG, West Germany — Volkswagen AG predicted Tuesday that 1988 group sales would rise 7 percent, or 4 billion Deutsche marks, to just under 59 billion DM (\$33.8 billion).

Racal Reports 44% Increase In Pretax Profit

LONDON — Racal Electronics PLC reported Tuesday that pretax profit for the six months ended in mid-October jumped 43.8 percent, to £62.4 million (\$115 million) from £43.4 million.

EC Starts Investigation of Hostile Bid for Plessey

BRUSSELS — The European Commission is starting a formal investigation of the hostile takeover bid for Plessey Co. by General Electric Co. and Siemens AG after a complaint by Plessey that the bid breaks competition rules in the European Community, an EC spokesman said Tuesday.

GEC and Siemens, seeking to avert the cost and trouble of referral to the court, asked the commission for a "legal opinion," but it is not legally binding.

The spokesman said that in view of the complexity of the Plessey case, a decision would take weeks rather than days.

The commission spokesman said the Plessey case again demonstrated the commission's involvement in large, cross-border mergers.

ROLM: IBM and Siemens Unveil Plan to Divide Firm

(Continued from first finance page) although its share of the U.S. telephone-equipment market has risen to 18.1 percent from 14.2 percent in 1984, according to Northern Business Information-Datapro.

Clara and would be expanded to include about 700 Siemens employees based in Boca Raton and Cherry Hill.

IBM said it would stop development of a phone switch called the 8750 that was being developed for the European market and instead would market a Siemens-made switch there.

Table with columns for fund names, symbols, and values. Includes sections for International Funds and various regional funds.

SIEMENS: Europe's Largest Electronics Company Adopts a World View

(Continued from first finance page) involve a shift of staff away from Munich.

The industry is now growing by 7 percent a year.

While Siemens may rule out entering new fields, it is adopting a more adventurous strategy in electronics.

Announcing the move last month, Siemens and its British partner described their bid as a "springboard for further substantial expansion together to meet the challenges and opportunities" of the single European market.

ADS: Another Puzzler for 1992

(Continued from first finance page) groups of consumers in separate countries and then take account of differences between them.

They often tell clients, "There are probably more social differences between Midtown Manhattan and the Bronx — two sectors of the same city — than between Midtown Manhattan and the 7th Arrondissement of Paris."

Writers and designers deliberately reduce their advertisements to simple images that can be recognized in any country.

British Airways underscores its caption "The world's favorite airline" with high-tech special effects that filmgoers would have seen in the cinema, Mr. Fraser said.

Americans Offer Condolence to Soviet Embass

WASHINGTON — An American Embassy spokesman said Tuesday that the United States has offered its condolences to the Soviet Embassy in Washington following the death of a Soviet diplomat.

Advertisement for the Arc de Triomphe restoration. Includes a large image of the monument and text: "Time has eroded the Arc de Triomphe... the time has come to act." Association Nationale pour la Restauration de l'Arc de Triomphe.

Tuesday's AMEX Closing

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press.

12 Month High Low	Div. Yld. PE	52 High Low	Close
IBM	1.10 4.7	112.00 135.00	115.00
Microsoft	0.00 0.0	45.00 110.00	105.00
Apple	0.00 0.0	15.00 35.00	25.00
Oracle	0.00 0.0	12.00 30.00	28.00
General Electric	0.50 5.5	38.00 42.00	41.00
IBM Corp	0.80 4.5	110.00 130.00	115.00
Microsoft Corp	0.00 0.0	45.00 110.00	105.00
Apple Computer	0.00 0.0	15.00 35.00	25.00
Oracle Corp	0.00 0.0	12.00 30.00	28.00
General Electric	0.50 5.5	38.00 42.00	41.00

U.S. Thrifts Report Improved Performance

WASHINGTON — Losses at savings and loan institutions declined sharply to \$1.6 billion between July and September from \$3.9 billion in the second quarter, the Federal Home Loan Bank Board said Tuesday.

Losses in the third quarter reported by 3,028 thrifts were also down from a loss of \$3.9 billion in the first quarter and a loss of \$2 billion in the third quarter of 1987, said James Barth, the Bank Board's chief economist.

It was the best quarterly performance for the troubled industry since the first quarter of 1987, when thrifts had profits of \$98 million, he said.

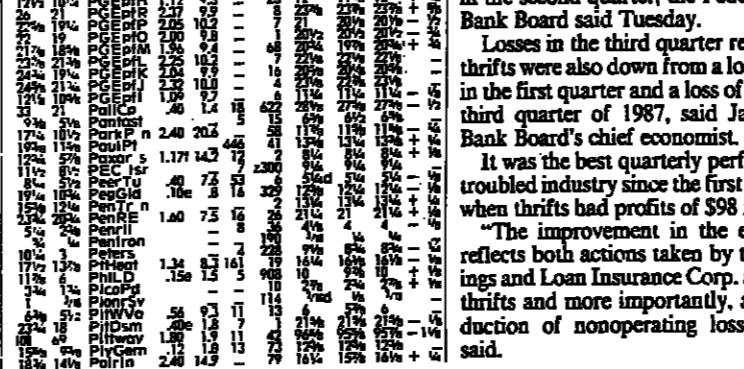
"The improvement in the earnings picture reflects both actions taken by the Federal Savings and Loan Insurance Corp. against troubled thrifts and more importantly, a substantial reduction of nonoperating losses," Mr. Barth said.

The World's Rendezvous With Europe

The International Herald Tribune's series of special advertising sections built around Europe's 1992 landmark date began appearing in March 1988 and seven sections were published during the year.

Because they reach a worldwide audience of unparalleled quality, this series has generated debate and reflection in decision-making circles throughout the world. The authoritative reporting and the provocative opinions expressed in the articles have made these special sections most reading in the worlds of business, banking and government.

During the course of 1989, the International Herald Tribune will publish seven further installments to appear in March, April, May, June, September, October and November.



AMEX Highs-Lows

Company	High	Low
Alexander's	11.00	10.00
Amalgamated	15.00	14.00
Amstar	18.00	17.00
Amphenol	22.00	21.00
Amtek	25.00	24.00

NYSE Highs-Lows

Company	High	Low
Amgen	110.00	105.00
American Airlines	15.00	14.00
Amstar	18.00	17.00
Amphenol	22.00	21.00
Amtek	25.00	24.00

Floating-Rate Notes

Issuer/Amount	Coupon	Next Pmt	Bid	Ask
Chemical Bank 7 1/2%	7 1/2%	12/20/88	102 1/8	102 3/8
Bank of America 7 1/4%	7 1/4%	12/15/88	101 1/8	101 3/8
Bank of Montreal 7 1/4%	7 1/4%	12/15/88	101 1/8	101 3/8
Bank of Toronto 7 1/4%	7 1/4%	12/15/88	101 1/8	101 3/8
Bank of New York 7 1/4%	7 1/4%	12/15/88	101 1/8	101 3/8

Deutsche Marks

Issuer/Amount	Coupon	Next Pmt	Bid	Ask
Bank of America 7 1/4%	7 1/4%	12/15/88	101 1/8	101 3/8
Bank of Montreal 7 1/4%	7 1/4%	12/15/88	101 1/8	101 3/8
Bank of Toronto 7 1/4%	7 1/4%	12/15/88	101 1/8	101 3/8
Bank of New York 7 1/4%	7 1/4%	12/15/88	101 1/8	101 3/8
Bank of Europe 7 1/4%	7 1/4%	12/15/88	101 1/8	101 3/8

Japanese Yen

Issuer/Amount	Coupon	Next Pmt	Bid	Ask
Bank of America 7 1/4%	7 1/4%	12/15/88	101 1/8	101 3/8
Bank of Montreal 7 1/4%	7 1/4%	12/15/88	101 1/8	101 3/8
Bank of Toronto 7 1/4%	7 1/4%	12/15/88	101 1/8	101 3/8
Bank of New York 7 1/4%	7 1/4%	12/15/88	101 1/8	101 3/8
Bank of Europe 7 1/4%	7 1/4%	12/15/88	101 1/8	101 3/8

E.C.U.

Issuer/Amount	Coupon	Next Pmt	Bid	Ask
Bank of America 7 1/4%	7 1/4%	12/15/88	101 1/8	101 3/8
Bank of Montreal 7 1/4%	7 1/4%	12/15/88	101 1/8	101 3/8
Bank of Toronto 7 1/4%	7 1/4%	12/15/88	101 1/8	101 3/8
Bank of New York 7 1/4%	7 1/4%	12/15/88	101 1/8	101 3/8
Bank of Europe 7 1/4%	7 1/4%	12/15/88	101 1/8	101 3/8

The World's Rendezvous With Europe

The IHT's successful series continues in 1989

The International Herald Tribune's series of special advertising sections built around Europe's 1992 landmark date began appearing in March 1988 and seven sections were published during the year.

Because they reach a worldwide audience of unparalleled quality, this series has generated debate and reflection in decision-making circles throughout the world. The authoritative reporting and the provocative opinions expressed in the articles have made these special sections most reading in the worlds of business, banking and government.

During the course of 1989, the International Herald Tribune will publish seven further installments to appear in March, April, May, June, September, October and November.

To supplement the IHT's daily readership of 418,000 in 164 countries, each issue will be specially mailed to a list of 2,000 key business and government leaders worldwide.

For advertising information and rates, please contact the Advertising Sales Director, Rolf D. Kranepuhl, in Paris or your local IHT representative.

Special Distribution

Herald Tribune

161, Avenue Charles-de-Gaulle, 92521 Neuilly Cedex, France. Tel: (1) 46.57.93.00 Telex: 613595 Fax: 46.37.93.70

CURRENCY

Dollar

Analysts

Bank

Money

Market

Report

Weekly

Friday

Monday

Tuesday

Wednesday

Thursday

Friday

Saturday

Sunday

Monday

Tuesday

Wednesday

Thursday

Friday

Saturday

Sunday

Monday

Tuesday

Wednesday

Thursday

Friday

Saturday

Sunday

Monday

Tuesday

Wednesday

Thursday

Friday

Saturday

Sunday

BOOKS

EDWARD R. MURROW: An American Original

By Joseph E. Persico. 562 pages. \$24.95. McGraw-Hill Book Co., 1221 Avenue of the Americas, New York, N. Y. 10020.

Reviewed by Anne Chamberlin

IT'S hard to imagine how there could be much left to say about Edward R. Murrow. He kept no diaries, did not confide in his friends — and two previous biographies were in print as this one got under way. Ann M. Sperber's awesomely documented "Murrow: His Life and Times," more than 10 years in the making, with a five-page bibliography and 52 pages of footnotes, appeared two years ago and prompts a lot of turf.

But Joseph Persico, whose next book contract pits him against Kitty Kelley for a biography of Nancy Reagan, is not to be lightly put off. He feels especially drawn to the topic, he says, having heard Murrow's London broadcasts as a boy, and having worked for the U.S. Information Agency when Murrow was its boss. He claims to have gleaned fresh insights from Murrow's friends and unprecedent help from Murrow's widow, Janet — who did keep a diary.

But after looking at the man from every conceivable angle, from his narrow feet (in shoes handmade in Scotland) to his oversized head ("When Ed tried on a hat," confides a friend, "they suggested he ought to wear the box it came in"), one marvels that anyone so remote and sepulchral could have held so much of the world in the palm of his hand.

The answer, of course, is that Murrow the man has been subsumed by Murrow the broadcaster. The electronic image, larger than life, has engulfed the reality and swept it out of range. At first the image has the biographer on the ropes. "Ed," Murrow came into the world on the cusp of a new age," Persico proclaims. Young Murrow's stint as a lumberjack in the forests of the state of Washington brings living Technicolor, in a spray of commas: "He felt, at one moment, overpowered, a speck in the cosmic design, and, then, God-like, as he stood on a mountaintop and looked upon the untrammeled beauty spread at his feet." You can see how ways at CBS later fanned a "Murrow isn't God club," which Murrow asked to join.

Back on planet Earth, the legendary wit and charm that led women to swoon and the mighty to seek out Murrow's company never quite communicate themselves in print. But Murrow's peculiar talents — he raised silence to an art form, from the soundless echoes of his frequent black moods to the studied pauses in his broadcasts — and the conjunctions of events that propelled him into a career that didn't exist until he created it is an absorbing tale that Persico tells compellingly.

But Murrow was not just another pretty voice. His collection of contacts could choke a Rolodex. While other London reporters slashed through red tape or waded through endless channels, Murrow called Winston Churchill at will. Direct. Back in the United States for a visit, he and Janet dined alone at the White House with Franklin and Eleanor Roosevelt the night Pearl Harbor was bombed. Eleanor scrambled the eggs.

Even history seemed to meet him half way — Britain's finest hour was Murrow's as well. He thrived on the risks and hardships of the Blitz, dropping 30 pounds on a diet of cigarettes, coffee and raw nerves. His flight with a night bombing crew over Germany became the benchmark of courage, terror and glory that the rest of life was measured against, and life forever after fell short.

Behind the image, there were odd chunks in the armor all along. He made much of his humble origins, but happily mingled with Britain's upper crust. He "aspired to be an English gentleman," one friend recalls. "I

thought of him as Sir Edward." His shoulders stooped from carrying the weight of the world, and he was said to stalk the tunnels of BBC "wearing his customary crown of thorns." But he declined to vote in U.S. elections, confiding to Janet that it might impair his professional objectivity — which didn't stop him from quietly coaching Adlai Stevenson on how to use television in 1952. He won lasting fame and honor for exposing the excesses of Senator Joseph McCarthy, yet signed the McCarthy-inspired CBS loyalty oath without a murmur. "You have to choose your battles," he explained.

The core of Murrow's character, Persico writes, "attested to by virtually everyone who knew him, was incorruptibility, an honesty as reliable as true north on a compass." But true north could take a beating in the crunch. When he applied for his first job at CBS, he falsely claimed he had majored in political science and international relations; alleged he had gone to the "more impressive" University of Washington; invented an MA from Stanford when he hadn't been near the place; and added five years to his age. The CBS public relations staff had to hustle in later years to disentangle him from his own "facts." A heavy contributor to the Murrow myth was Murrow himself.

Anne Chamberlin, a Washington writer, wrote this for The Washington Post.

BEST SELLERS

The New York Times. This list is based on reports from more than 2,000 booksellers throughout the United States. Weeks on list are not necessarily consecutive.

Table with columns: Rank, Title, Author, Last Week, Weeks on List. Includes titles like 'The Sands of Time' by Sidney Sheldon and 'The Cardinal of the Kremlin' by Tom Clancy.

Table with columns: Rank, Title, Author, Last Week, Weeks on List. Includes titles like 'Grace' by George Burns and 'All I Really Need to Know I Learned in Kindergarten' by Robert Fulghum.

Table with columns: Rank, Title, Author, Last Week, Weeks on List. Includes titles like 'The Last Lion' by William Manchester and 'A Brief History of Time' by Stephen W. Hawking.

Table with columns: Rank, Title, Author, Last Week, Weeks on List. Includes titles like 'The 8-Week Cholesterol Cure' by Robert E. Kowalski and 'The Dictionary of Cultural Literacy' by E.D. Hirsch Jr.

World Stock Markets

Via Agence France Presse. Closing prices in local currencies, Dec. 13

Large table of stock market data for various countries including Amsterdam, Zurich, Sao Paulo, Singapore, London, Frankfurt, Milan, Stockholm, Sydney, and Paris. Includes columns for stock names, prices, and indices.

Table of exchange rates for various currencies including Swiss Franc, Canadian Dollar, and others. Includes columns for currency names and rates.

Crossword puzzle grid with clues for Across and Down. Clues include 'Bluefin', 'Separate', 'Liberate', etc.

Weather forecast section for Europe, Asia, North America, Africa, Latin America, and Oceania. Includes high/low temperature forecasts.

Dennis the Menace comic strip. Panel 1: Dennis is talking to Margalo. Panel 2: Dennis is talking to Margalo. Panel 3: Dennis is talking to Margalo.

Jumble word game. Includes a grid of letters and clues for words like LOGUM, PUJEL, GREDB, ONCOMM.

Peanuts comic strip. Panel 1: Snoopy is talking to Woodstock. Panel 2: Snoopy is talking to Woodstock. Panel 3: Snoopy is talking to Woodstock.

Blondie comic strip. Panel 1: Blondie is talking to Dag. Panel 2: Blondie is talking to Dag. Panel 3: Blondie is talking to Dag.

Andy Capp comic strip. Panel 1: Andy is talking to a woman. Panel 2: Andy is talking to a woman. Panel 3: Andy is talking to a woman.

Wizard of Id comic strip. Panel 1: Wizard is talking to Id. Panel 2: Wizard is talking to Id. Panel 3: Wizard is talking to Id.

Beetle Bailey comic strip. Panel 1: Beetle is talking to Miss Bixley. Panel 2: Beetle is talking to Miss Bixley. Panel 3: Beetle is talking to Miss Bixley.

Doonesbury comic strip. Panel 1: Doonesbury is talking to Gribble. Panel 2: Doonesbury is talking to Gribble. Panel 3: Doonesbury is talking to Gribble.

Garfield comic strip. Panel 1: Garfield is talking to Jon. Panel 2: Garfield is talking to Jon. Panel 3: Garfield is talking to Jon.

Andy Capp comic strip. Panel 1: Andy is talking to a woman. Panel 2: Andy is talking to a woman. Panel 3: Andy is talking to a woman.

Large vertical advertisement on the right edge of the page, partially cut off. Includes text like 'Hockey', 'Great One', 'Hanging's S', and 'and Intrigue'.

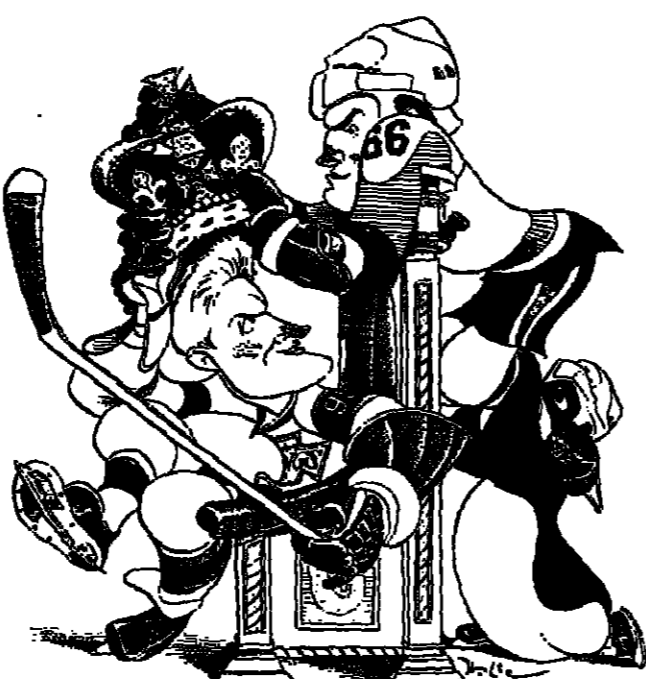
SPORTS

At Hockey's Throne, Lemieux or Gretzky?

The Great One No Longer Stands Alone Atop the NHL

By Robin Finn
NEW YORK Times Service
NEW YORK — Mario Lemieux bigger, stronger, taller, younger...

but is wary of looking for it in his own mirror. The two men can be infuriatingly humble.



spidery limbs that outreach all others, has never tested his talent in the playoffs. The predicament galls him.

Mario came into the league having to overcome Wayne Gretzky's records and his aura.

Although Lemieux has gradually gained recognition for his dominating assaults on opposing defenses...

working on everything else." Urtasoo said, "I often wonder whether Wayne Gretzky could follow Wayne Gretzky."

Most Valuable Player award, it's what happens in this game: people come along and break records.

Everybody, except for the odd opposing goaltender, liked Wayne. There was no one like Wayne...

Dolphins 38, Browns 31 On Marino's 404 Yards
MIAMI (AP) — Dan Marino passed for four touchdowns and 404 yards...

Discipline In Doubt in NCAA Case

By Sally Jenkins
WASHINGTON Post Service
WASHINGTON — Officials at the University of Nevada-Las Vegas say they will ask the NCAA not to pursue any further disciplinary action against Jerry Tarkanian...

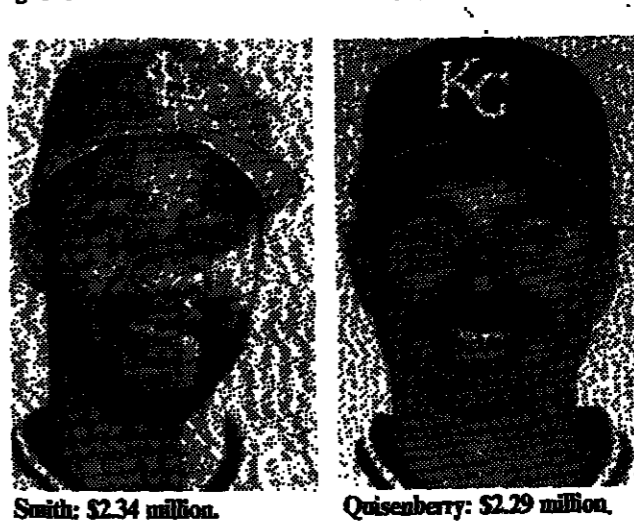
The \$2 Million Club Doubles in Baseball

By Murray Chass
NEW YORK Times Service
NEW YORK — The number of major league baseball players earning \$2 million or more doubled in the past year...

The Ramin' Rebels were placed on probation in 1977 for a series of recruiting violations and were ordered to vacate the order...

Reaching the \$2 million plateau this year were Mattingsly, Clark, Murphy, Wilson, Valenzuela, Sutcliffe, and Smith.

Work ethic, an area where Lemieux had shown himself erratic until last season, sealed Terry O'Reilly's meetings on just who is the more valuable center.



Smith: \$2.34 million. Quisenberry: \$2.29 million.

Hungary's Soccer Magic Gone

Trades and Intrigue Cloud a Reputation for Innovation

International Herald Tribune
LONDON — With the legacy of Hungarian soccer?

German Cup final day he naturally scored the winning goal against Borussia Dortmund.



George Koskotas, deal-maker.

Ever since, as Hungarians say, they have been doloznan — working on it.

They could skipper America while on bail for fraud, landed in Finland, and won a takeover battle for the Olympiakos club.

like the Magyars of old. They defected when their homeland became occupied, and the Hungarian youth team, also on tour in '56, stayed abroad too.

Now could Hungary have a new world? Are there no new ways of lacing up the sole of the old masters?

Physical problems are one thing; mental ones quite another. Detari must have wondered about his new environment when the Uruguayan Aguirre failed a drug test.

Hungary's crowning was of a simpler game in a simpler world.

Detari was allowed to play (and play well) for Hungary in a hard-fought World Cup qualifying victory over Northern Ireland on Oct. 19.

His relief is mitigated. His new club Olympiakos is having a rotten season. Players have been heavily fined for failure, the fans have rioted, the new benefactor has fled.

U.S. District Judge J. Lawrence Irving, responding: "This is one of the worst tragedies I've ever seen... You had it all. You got brains... In addition, you have great health and a fantastic God-given athletic ability."

SCOREBOARD

FOOTBALL

NFL Standings table with columns for American Conference, Eastern Conference, National Conference, and Western Conference.

BASKETBALL

NBA Standings table with columns for Eastern Conference, Pacific Division, and Western Conference.

BASEBALL

Leading Salaries table listing player names and their salaries.

Selected College Results

Table listing college sports results for various teams.

HOCKEY

NHL Standings table with columns for Wales Conference and Norris Division.

SIDELINES

A&M Coach Quits
COLLEGE STATION, TEXAS (AP) — Jackie Sherrill, the Texas A&M head football coach...

TRANSITION

BASEBALL
MINNESOTA — Announced that Randy Bush, outfielder, accepted salary arbitration offer.

COLLEGE TOP 20 RANKINGS

Table listing college top 20 rankings for various sports.

Advertisement for Blancpain watches, featuring a watch image and text: 'BLANCPAIN SINCE 1735 THERE HAS NEVER BEEN A QUARTZ BLANCPAIN WATCH. AND THERE NEVER WILL BE.'

صحة من الأصل

OBSERVER

Losing the Initiative

By Russell Baker

NEW YORK — Written in a coma induced by hundreds of news stories and columns about Mikhail Gorbachev's hoping to seize, planning to seize or actually seizing the initiative. The initiative has been in American custody since 1953, when Secretary of State John Foster Dulles triumphantly brought it back to Washington after seizing it at the United Nations. Dulles had seized it while making a speech. The speech was nothing special, which of course was the idea. Dulles knew that if the U.N. was doing he could seize the initiative and squirrel it back to Washington before anyone knew it was gone. Oddly, nobody noticed that the initiative had been seized. This worried the U.S. government's psychological warfare experts. What good was it having the initiative if nobody knew it was there? They wanted President Eisenhower to make a major foreign policy speech telling the Russians to get their liver because, hah! hah! America now had the initiative. Eisenhower, who hated fuss, said he was tired of making major foreign policy speeches and thought Americans were tired of hearing them, too. Why couldn't he ever make a minor foreign policy speech? "And by the way, what's this thing — what do you call it?" "The initiative, Mr. President," said a wordsmith. "What's this initiative look like?" asked Eisenhower. "If it's an eye-catcher we could hang it in the Smithsonian, maybe up alongside Lindbergh's airplane so everybody can get a look at it." Eisenhower's reaction started the modern White House tradition of not letting presidents know what's happening in foreign policy. Had the initiative been displayed in the Smithsonian so everyone could inspect it, millions of people would today know the precise places on it to grasp for easy seizure. As a result, the initiative by now would probably have been seized by so many sneaky people indifferent to the need for regular service and maintenance that it would hardly be worth seizing. Thus was born Rule One in the White House staffers' list of words to live by: "I, what the president doesn't know won't hurt us as long as we don't let anybody else know either."

Note that this rule was applied during the recent showing of the \$500 million (or possibly \$600 million) Stealth bomber. It was shown only from the front view. This was to keep President Reagan from seeing that it has no fuselage; hence does not look a bit like the glamorous airplanes of his movie days; but, to the contrary, looks stunted and ugly, which, if known, would destroy American children's desire to grow up to be pilots. A description of what the initiative looks like was published in 1971 in an obscure Syrian throw-away devoted chiefly to publishing ads for Damascus real estate companies, but monitored closely by foreign correspondents because of its occasionally well-informed articles about Scandinavian politics. This description was believed to have come from the Middle East's notorious "terrorist from Yale," known by the pseudonym Abula Bula. "The initiative," said the report, "looks basically like an old crate held together with nothing but baling wire and chewing gum. For this reason, revolutionary brothers attempting to seize it must take great pains not to bring their beards into close contact with the initiative, as a beard clogged with chewing gum will make the seizer easily identifiable during the getaway." Because of this security breach, the initiative was completely rebuilt to a new design so super-secret that it was known only to Oliver North and its designer, the hush-hush Initiative Redesign and Rebuilding Corp. of Runaway Cost, Texas, each of whose workers was sworn to go one-on-one against Abula Bula rather than reveal what the redesigned initiative looks like. Recent feverish speculation about Gorbachev's seizing the initiative is doubtless sparked by Washington rumors that North's impending trial has had him talking to lawyers so long that he can no longer remember anything, including where he has the initiative stored. If, as rumored, the Soviet Union has developed an incredibly sensitive new initiative detector capable of penetrating the deepest...

Dustin Hoffman Takes On Autism

By Donald Chase

THEY couldn't seem less alike, the two men sitting side by side at the counter of the trendy retro-1950s Pink Cadillac Café in West Hollywood, California. Dustin Hoffman, the younger one, wears a modish dark sports jacket, a collar-buttoned and tieless white shirt, and a targeted extroverted gaze as he reads 11 pancake options off a wall menu. Raymond, who may be 20 years older, not quite soigné in his gray suit and dark tie, his weary eyes seeming to look inward, says he just wants "pancakes." "Course," Charlie says. "Course, the maple syrup is supposed to be on the table before the pancakes," Raymond states in his flat voice. "Ray," says Charlie, hefting a pitcher of maple syrup off the counter. "Ta-da!" "Charlie Babbit made a joke," Raymond says, coaxing a half-huh out of his throat. "I made a joke," Charlie replies, smiling broadly. And small as the joke is, at that moment the ease and warmth between the two men is almost palpable. But this scene, near the end of "Rain Man," stands in contrast to earlier ones in the \$24 million film in which Dustin Hoffman, 51, plays Raymond, a long-institutionalized autistic savant, and Tom Cruise, 26, is Charlie, his scheming brother. Hoffman was associated with the project throughout its long gestation, as was Cruise. And, surprisingly, Raymond's unchangeability and his limited emotional palette — characteristic of autism — were not deterrents to Hoffman, whose sea-change characters in "Midnight Cowboy," "Lezny" and "Foolseye," among other films, have won him accolades. In fact, it was Hoffman who, following research, suggested that Raymond's disability be changed from what he calls "some unspecified form of mental retardation in the first draft I read," to autism. "I accepted the fact that in order to be authentic, Raymond couldn't have the dramatic arc that actors always look for in roles," he says. "And that instead of a full-scale painting, I would have to do a pen-and-ink drawing — a poem, a haiku." The pancake house exchange between the brothers is a tender variation on an acrimonious Cincinnati restaurant scene in which Charlie was apologetic over Raymond's insistence that the maple syrup arrive before the pancakes. That was at the beginning of the tormented weeklong cross-country automobile journey the two have concluded. The trip is central to the opportunistic Charlie's plan to fleeced Raymond, vaguely re-



Dustin Hoffman and Tom Cruise in a scene from "Rain Man."

called from infancy as "Rain Man," out of the substantial inheritance left him by their recently deceased father. All of Raymond's eating, sleeping, dressing and television-watching rituals that threaten to drive Charlie to distraction are part of the older man's autism. So are his alienation and lack of self-awareness. Raymond's self-mocking reference to maple syrup is a major breakthrough for him. It is about as big an advance as one can expect in an autistic person, because, as Barry Levinson, the director of "Rain Man," says, "Raymond doesn't change. Somebody who's autistic doesn't suddenly become another person. He is who he is." The immutability of autistic people, plus the remoteness of those with the developmental disability, were apparent stumbling blocks to the directors Martin Brest, Steven Spielberg and Sydney Pollack. (And to their respective screenwriters.) Each of these men was announced — and subsequently disannounced — as director of "Rain Man" before Levinson and Mark Johnson, the producer with whom he worked on "Diner," "Tin Men" and "Good Morning, Vietnam," came on board early this year. The final script credit goes to Barry Morrow, from whom the executive producers, Peter Guber and Jan Peters, commissioned the first draft three years ago, and to Ronald Bass, who worked with Brest and who was recalled by Levinson. Hoffman says, "Barry was the first director who wasn't apprehensive about what I was telling him — what I wanted to do. All the other directors, at different degrees, would say, 'Ah, I hearing you right: You don't want to make eye contact with anyone in the movie? And another thing: You don't talk voluntarily?' The other directors would say, 'So how can we have scenes?' They didn't know I was getting a lot of stuff off the people I was meeting and was moved — without eye contact. 'There's a key,' I would say. 'We can find a code. We can discover that key and put it on paper. And the Charlie character can be part audience and discover the key.'" As directors came and went and the postponement of shooting on "Rain Man" stretched out to 13 months beyond the date originally projected for the start of filming, Hoffman's research had become massive. Following leads provided by Gail Mutruc, the film's associate producer, he consulted experts on autism at the Institute for Child Behavior Research in San Diego, the UCLA Neuropsychiatric Institute and on the East Coast. Though Hoffman claims he is "no expert" on autism, as rehearsals approached, he was feeling the weight of his investigations. "I was very frightened because it was time to fish or cut bait," he says. "The challenge then became to do what I always try to do, which is to bring it home and not try to do a character that is not myself — to find those autistic parts of myself. Because I'm convinced that we're all a little bit autistic, just like we're all a little bit crazy." Hoffman says that bringing Raymond home "took forever," but he realized the degree to which he had done so when he, ordinarily a very tactile person, felt "the shocks when I was touched by co-workers between takes. 'It disturbed me. It was. It was like Temple Grandin, author of 'Autobiography of an Autistic,' told me: Contrary to belief, autistics don't want not to be held and touched. But they shrink from physical contact because it's too powerful an experience; they get little jolts." His own jolts aside, the actor says he knew he had internalized Raymond when he could improvise as the character. "That is always the signal to me," he says. In rehearsals, Tom Cruise could also improvise as Raymond. And Hoffman could — and did — improvise as Cruise's character. And each eventually incorporated the other's ad-libs into his own perfor-

PEOPLE

Finders Keepers, Court Says of Ship's Booty

Barry Clifford, a treasure hunter recovering the contents of the Whydah, an 18th-century pirate ship off the Massachusetts coast, has title to the wreck and all objects he retrieves, the state's highest court has ruled. Since 1982 Clifford has claimed title and artifacts citing U.S. admiralty law. The state had also claimed title and wanted 25 percent of the artifacts. It has been estimated that the treasure is worth \$100 million or more. About 8,000 coins, cannons, jewelry and other artifacts have been found. A "jury" of French citizens acquitted King Louis XVI on a session Monday of "conspiring against public liberty and national security." The TF1 network and Le Figaro Magazine, retitled "L'Amirauté Capet," using a combination of present-day lawyers and costume actors. The controversial lawyer Jacques Vergès, who defended Nazi war criminal Klaus Barbie, played the king's defense lawyer. The result of the vote was 53 percent for acquittal, 27.5 percent for death and 17.5 percent for exile. The final White House Christmas card that President Ronald Reagan and his wife Nancy will mail to 125,000 of their friends shows the mansion's North Port Hall festooned with red poinsettias and garlands of holiday garlands. It was from a postcard by Thomas Williams, Joseph of the White House. "A misty-eyed, elderly man had helped from Rich Little giving the Santa Claus impression in wearing the White House Christmas decorations. 'Eight years is a long time. You won't believe me, I'm green going to miss you. Merry Christmas, goodbye and thank you,' she told reporters. Mark Rosenthal, 43, whose painting exhibitions on Jasper Johns and Anselm Kiefer have been announced, has resigned as the third and Philip Berman curator of the Century Art at the Philadelphia Museum of Art, effective Dec. 15. Rosenthal said that he is resigning because "I needed a change. I needed to shake up my life." The musical "Les Misérables" will be made into a movie film. Parker, who directed "Mississippi Burning," will direct it.

U.S. Trade Markets A... Balance of Trade... IMPORTS... EXPORTS... DOLLAR... Various financial and trade-related advertisements.

TODAY'S INTERNATIONAL BUSINESS MESSAGE CENTER. Appears on page 8. Includes sections for PERSONAL MESSAGES and ANNOUNCEMENTS.

PERSONAL MESSAGES and ANNOUNCEMENTS. Includes various notices and advertisements.

OVER 200 YEARS OF CAREFUL BREEDING PRODUCED THIS CHAMPION. Advertisement for HINE cognac, featuring images of horses and a bottle of cognac.

INTERNATIONAL CLASSIFIED

ANNOUNCEMENTS, REAL ESTATE FOR SALE, REAL ESTATE TO RENT/SHARE, EMPLOYMENT, ACCESS VOYAGES, THE COBURG HOTEL, ANTIQUES, COUNCIL TRAVEL, LEGAL SERVICES, SHOPPING, HOLDAYS & TRAVEL.

AUTOMOBILE MARKET. AUTOMOBILES, AUTO SERVICES, AUTOS TAX FREE, AUTOS TAX FREE, TRANSCO, WHY PAY MORE, VOLVO.

Fortress E... Kiosk... Suspect Is Held... Palm Case... Various news snippets and advertisements.

حكايا من القليل